

SOUTH AND CENTRAL AMERICAN TRADE CON- DITIONS OF TODAY

NEW AND REVISED EDITION
WITH COMPLETE INFORMATION TO 1919

BY

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Author of "Porto Rico Past and Present," "Cuba Past and Present,"
"An American Crusoe," etc.

WITH MAPS



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INTRODUCTION

THIS little book is intended as a handbook for all those interested in the question of South American, or more properly Latin-American, trade. It is not a book of travel, of history, of political or economic conditions, nor of descriptions of places and people; but a volume dealing with hard, cold facts, all of which are intimately connected with business and trade conditions in the republics to the South.

The author has travelled extensively through South and Central America and the West Indies and is familiar with the customs, manners, life, and languages of the people of whom he writes. Moreover, he is heartily in sympathy with them, and believes that only one who is in sympathy with a people or race can properly appreciate their character and point of view. The majority of books dealing with Spanish America, either from a business or a traveller's standpoint, have been written by Americans who judged, weighed and saw everything from a northerner's point of

view, and as result such books are usually biased, prejudiced and unfair. The late Thomas Janvier was a notable exception, and the popularity of his works proves that a book may deal truthfully with our Spanish-American neighbors and yet be readable and acceptable to the public.

For a long time our merchants, manufacturers, and business men have talked Spanish-American trade, but it took the European War really to attract nation-wide attention to its possibilities. With a large portion of our European trade cut off, the question of Spanish America as a market has come more prominently to the fore than ever, and a wonderful interest has been aroused in regard to the great countries beyond our southern boundaries and the opportunities they offer for American business ventures.

It is to fill the demand for information regarding these countries that the present work has been prepared.

In it will be found a vast amount of information regarding Spanish America and Spanish Americans, their customs, manners and point of view as related to business, as well as a great deal of data concerning the exports, imports, debts,

wealth, foreign capital, improvements, population, transportation, and business of the various countries.

To describe in detail the conditions and other facts of each separate Latin-American republic would require a large volume, or rather a series of volumes, for an entire book could easily be devoted to the business conditions in each republic. In the present volume no attempt has been made to accomplish this, but the subject has been taken up as a whole. As a matter of fact, conditions, customs and business methods vary greatly in the various countries combined under the common term of Spanish America, but the same generalities prevail, with but few exceptions.

As an example, take the question of credit. This has always been a stumbling block to our manufacturers and merchants, but the trouble has been mainly through a misunderstanding of conditions. The author has laid particular stress upon this phase of Latin-American business as it is of vital importance, and he has endeavored to explain in detail just why the peculiar credit system of Spanish America is in vogue and is a necessary part of the Latin-American business.

It must not for a moment be supposed that the statements contained in this volume and relating to credit, or other business conditions, apply with equal truth to the whole of Latin America.

In the larger, more advanced, countries and the great modern business centres of South America, as for example Rio de Janeiro, Valparaiso, Buenos Aires, etc., financial methods and banking systems are practically the same as in New York, Paris or London. In such localities credits are secured by the various banks through acceptances, and business may be carried on as readily and as systematically as in any great centre. Heretofore, even in the large cities, Americans have been handicapped by having no representation among the Latin-American banks, but this condition bids fair to improve rapidly as American bankers awake to the opening for branches in Latin America, and already the National City Bank of New York has sent men forth to establish branches in the Argentine and Brazil. At present, however, good reports on credit of Spanish-American firms may be readily obtained through the correspondents of Latin-American banks or through Dun's or Bradstreet's.

It must be remembered, however, that a very large portion of the trade which should fall to the lot of Americans and which will be the most remunerative in the end, will be in the smaller, less developed and more backward republics, where modern business and banking conditions do not prevail, and it is to these that the present work largely refers.

The author believes that this book will fill a long-felt want for a compact, concise and yet complete source of information for all interested in business and trade conditions between the United States and her sister republics.

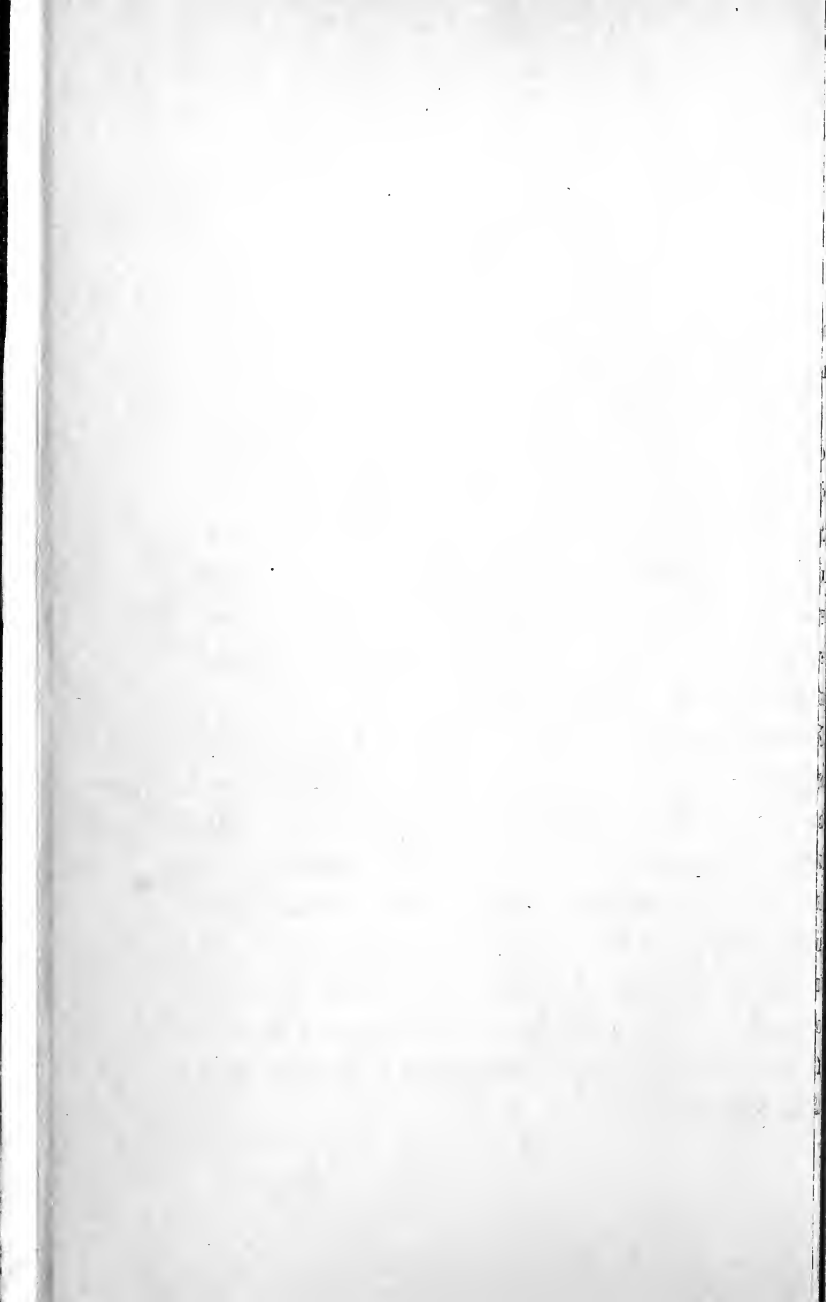
Doubtless the work will meet with criticism from various citizens of the United States with strong anti-Spanish-American views, for unpleasant facts regarding our own faults and shortcomings have been looked squarely in the face. The object of the work is not, however, to boom South America or to flatter our own people, but to disseminate facts and information of value and interest to the American public, and if this is accomplished the mission of the book will be fulfilled.

Although the bulk of the material in the following pages has been gleaned from personal experi-

ence and observation, yet the data and statistics have been largely obtained from others. In every case, however, the material has been secured from authoritative sources such as the various governments, the Latin-American consuls, the Pan-American Union and the leading Spanish-American mercantile houses.

In the preparation of the work the author has been greatly aided by numerous individuals, particularly the ever-courteous and obliging representatives of Latin America in this country, and he wishes to express his thanks and appreciation to the consuls general of the various republics as well as to the Pan-American Union, Mr. Franklin Adams and many others who have furnished data and information of the greatest value to the work.

PART I
WHEREIN WE FAIL



CHAPTER I

HOW WE STAND

FOR years we have been clamouring for Latin-American trade. The press has devoted columns to the matter, Pan-American societies, bureaus and conventions have been established; pamphlets and periodicals devoted to the opportunities of Latin America have been published by the score and well-informed persons, as well as those who knew nothing of the subject, have given their views as to how and why we should increase our trade with the peoples to the south.

The wonderful Panama Canal was to link us closer with South America; the splendid Pan-American Union in Washington was to establish better relations with Latin America, and many a poorly paid but well-meaning and conscientious United States consul has wasted energy and labour in compiling voluminous reports and lengthy tables to aid our manufacturers in finding a market for their products in our sister republics; and with what result?

Surely and steadily the commerce of Spanish America has increased, vast new areas have been opened to settlement and cultivation, railways have been built, stable governments established, financial conditions have improved, and just as steadily and surely European manufacturers and European countries have reaped the profits and secured the trade which might have been ours.

Our merchants, manufacturers and producers have exhibited a strange lethargy and apathy in respect to Latin-American trade. There have been reasons for this; our goods have found a market in Europe which could be supplied quicker, simpler and far more easily than that of South America; the bulk of the trade of the world, and more particularly that of South America and the West Indies, has been carried in foreign ships and European commercial agents have been firmly established in nearly every Latin-American country.

And now, the war which has devastated Europe and crippled her commerce has closed many of her markets to our goods, foreign-owned ships are coming under our flag and hundreds of German, English and other commercial agents have aban-

doned their offices to rally to the call to arms of their fatherlands. Our opportunity has arrived, a vast field has been opened to our trade, Latin America is crying for our goods; truly it is "An ill wind that blows nobody good."

But has the opportunity found us prepared? Are our factories and merchants rushing American-made goods to the great countries of the South? Are ships being chartered to transport the necessities for which Spanish America is clamouring? Has a small army of skilled and competent salesmen invaded Latin America? Have new branch offices been established in every great metropolis of the southern republics?

Scores of steamers and sailing vessels swing idly at their moorings, waiting for cargoes that do not come. Factories and mills are running on half time or have closed entirely, and merchants, bankers and business men shake their heads and cry economy, hard times and lack of business, merely because the European powers flew at one another's throats and a portion of our trade with Europe was cut off.

Right at our doors is a vast territory—countries immeasurably larger than Germany or France—

a teeming population and immense modern cities, all anxious and willing to buy the products which we have to sell.

Europe and its tremendous trade may be cut off, but the same regrettable conflict which prevented us from shipping to Europe and shut out European trade with us also almost destroyed the trade of Europe with Latin America.

But it is of no use to secure this trade or attempt to secure it temporarily. It may be an "orphaned trade" just now, but as soon as the European powers have recovered from the effects of the war they will exert every possible endeavour to regain what they have lost in Latin America. Even during their conflict they did not forget the importance of their trade with Spanish America. As long as England maintains the supremacy of the high seas she will be able to carry cargoes to and from South America in her own ships, even if the cargoes are only a tithe of what they were before the war. In fact, the trade with Spanish America is even more important to European nations now than before the war and now that war is over and the period of convalescence has arrived the control of Latin-American

trade will be a tremendous factor in the rapid recovery of crippled resources and injured finances. Just at present we have the advantage of being in a favorable economic position and by making the most of these temporary advantages we can make them permanent.

But there was one tremendous drawback in connection with this great opportunity presented to us, and that was the matter of ships. For years we were compelled to carry our commerce in foreign vessels and whether we wished to travel or wished to ship cargoes to Latin America we were obliged to pay foreign shipowners for the privilege. This condition will no longer exist. With the completion of the plans for a great merchant marine, we shall have no lack of ships. Germany must rebuild her marine, and for many years will lack ocean carriers. Great Britain must reorganize her commercial activities, and will share with us on equal, or even more favorable terms the carrying trade of the world. In so far as this condition will result we have benefited from the war, but whether American merchants and manufacturers will grasp these great opportunities for

obtaining a leading position in Latin-American trade depends entirely upon themselves.

Do we want this trade? Has our talk of the past been pure "bunkum," as our English cousins say, or is our apathy and failure to take advantage of the opening due to unpreparedness, ignorance and lack of knowledge of the requirements and conditions under which Spanish-American trade must be established and carried on?

Undoubtedly we want the trade; we want an outlet for our goods, we want Spanish-American money, we want to keep our factories running, our mills working, our workingmen and women employed in this, one of the most prosperous and promising years our great country has ever known.

Let us look into the matter in detail, however, and we will find a lamentable lack of information, a marvellous ignorance and almost unbelievable false impressions of the Latin-American countries and their people among even educated and otherwise well-informed American business men.

How many of us can name the capitals of South and Central America, how many can tell the largest seaports, or can even state definitely if certain countries have a seaport? Ask a dozen of your

business friends for a list of the imports and exports of any Spanish-American country; question them as to the miles of railway in operation; enquire the means of transportation from the sea-coast to interior towns; try to ascertain even the size, population or location of the countries and eight times out of ten you will find they can tell you nothing until they have studied a geography or an atlas or have referred to some other authority.

Ask a French or even an English manufacturer or exporter the same questions. He will tell you offhand what each country buys and sells, the mileage of their railways, the best routes and the means of transportation, the area, the population of the countries, the size and location of the principal towns, the time required for shipments to reach their destination and nine times out of ten he will furnish you with minute details that you could never find in any book.

He will be able to quote figures of exchange, the names of bankers and merchants, the cost of labor, the debt and wealth per capita, the character of the country, the freight rates, the duties, the industries and resources of the country, and within

easy reach of his desk he will have on file the latest consular reports, the most recent government bulletins and a mass of tabulated data regarding the countries so far distant from his markets and so near to ours.

But it is not alone this knowledge of conditions which has established the European trade in South America. It is the organisation of the European export business; the adaptability of the European when abroad, the selection of competent and experienced salesmen and representatives, the attention to small details, the standardisation of goods and trademarks, the painstaking care in packing and shipping, the willingness to give the public what they want and, last and by no means least, the question of credit.

These are the reasons which have brought about a condition, by reason of which Europe controlled 86 per cent. of the nine hundred million dollars worth of imports to South America, why France furnished five times as many automobiles, Germany twenty times as many iron beams and structural materials, and England twice as much machinery as the United States, and why we could, before the war, point only to 14 per cent. of export

trade to Latin America as our share of the tremendous business carried on with our sister republics.

There is nothing exported from Europe to Spanish America that we cannot furnish, nothing which we cannot make as well or even better, and no earthly reason why we should not seize this opportune time to reclaim the prestige we have lost; obtain the South American trade and hold it for all time.

Certain firms have done this; for example, the Singer Sewing Machine Company, several American typewriter companies, the Winchester Arms Company, the American Cereal Company and various other firms both large and small. Their agencies are to be seen in every Spanish-American town of importance and their goods may be found in the remotest interior towns. What one can do another can accomplish and there is room for all.

And don't for a moment think the Spanish Americans do not want American goods. They have always wanted them, and what is more they have had them, even though in many cases our goods reached South America by the roundabout route through Europe and European export houses.

We hear a great deal about anti-American feeling in Spanish America. Returning travellers and others tell lurid tales of the insults, ill-treatment and dangers to which Americans are subjected in the various republics, and every time a local political disturbance or a revolution breaks out the Yellow Journals howl for warships and intervention to protect the lives and property of Americans.

We have been fed and fostered by such things so long that we have grown to associate the name Spanish America with savagery, bloodshed, lawlessness and dishonesty. Such a course is as ridiculous as the belief among the coloured population of many of the West Indies that negroes are daily lynched in New York and that a coloured person's life is in constant jeopardy in the United States.

True it is, and unfortunately true, that many of our sister republics find it difficult to maintain a stable government; that revolutions are of all too frequent occurrence; that dishonest and unprincipled officials are often in power; but this is not typical of all nor even of the majority.

And, if the truth must be told, the revolutions

are not infrequently financed by American or European capital and instigated by some foreigner for purely personal financial benefit. If a firm or individual wants a concession and can't obtain it from the government in power, it often pays to upset that particular administration, back another aspirant for the presidency with arms and cash and in return for thus boosting the usurper receive the desired concession. This has been done in the past and will no doubt be done in the future, in some of the smaller republics, for gold has as much power there as elsewhere and unscrupulous natives can always be found who are ready and willing to lead an *insurrecto* "army" if the inducements are large enough. Such things are not confined to comic operas and magazine fiction, they are actual facts, and behind more than one devastating Spanish-American revolution lurks the unseen, unknown capitalist or promoter who sits safely in his New York office and blusters about the uncivilised "greasers" and howls for intervention.

Even when revolutions *do* break out, the lives of foreigners are seldom in danger; their property is seldom injured or destroyed and it is seldom

that they are treated otherwise than with consideration and courtesy. In every Spanish-American land one will find a small army of adventurers; ex-gamblers, ex-politicians, ex-grafters, schemers, disturbers of the peace, intriguers; men who are always ready and willing to take a hand in anything that promises an easy income or loot and who are prepared at a moment's notice to drop the "ex" and resume their former vocations. If the party they favor wins out they reap a snug reward and the world never hears from them, but if the tide of fortune swings the other way,—if they are caught in the maelstrom of events and meet their just deserts,—then the American eagle screams and their squeals reach across the thousands of miles of ocean and to our ears.

Of course now and then innocent, law-abiding, peaceful Americans are injured or maltreated, their property may be injured or confiscated and their complaints may be justifiable. But such cases are rare; warfare—even though it be a petty South American insurrection—is careless of the individual and his rights. But there is no more reason for judging all Spanish-American countries

by these isolated cases or of assuming that Americans' lives and property are unsafe in times of peace or war, than for condemning the entire police system of our country and claiming no innocent person is safe on our streets merely because an innocent person is occasionally arrested and convicted by mistake.

The sooner we get these false impressions and ideas out of our systems the better. We must remember that the Spanish American is of a different race with a different point of view, different ideals, distinct manners and customs and a different social and public life, a different language and a distinct temperament from our own. We cannot judge him by our ideals, any more than he can judge us by his. But that doesn't prevent him from being as proud of his race, as fond of his country, as convinced of the correctness of his point of view as we are of ours. All Spanish Americans are not "niggers," all are not coloured, all are not ignorant, cruel, dissolute, immoral, treacherous, dishonest or hypocritical. Hundreds of thousands of Spanish Americans are highly educated, cultured, humane, moral, honest, straight-

forward and in courtesy, polish and refinement are far ahead of the majority of Americans of the same social standing.

That there is some anti-American feeling in Spanish America is unquestionable, but it is a feeling against the American government and the American public as a nation, not against the individual; and if we consider it fairly and squarely and with an unbiased mind we will be compelled to admit that the feeling is justifiable.

If the truth must be told Americans, especially when abroad, are apt to be arrogant and overbearing. They walk about, figuratively "dressed in the American flag," they openly despise or ridicule everything that is not American or in line with their ideas, they make no attempt to conceal their contempt for the people and institutions about them and all too frequently endeavor to force the natives to their own way of thinking and acting. It is all very well to have a big brother to help us out of difficulties, to punish the bully and threaten our assailants with dire vengeance. For this we give our brother due respect and homage, but when the big brother becomes conscious of his importance, is overbearing, condescending and in-

terferes with our private affairs and forgets we have put on long trousers and have grown up, then we are apt to grow resentful; to forget what he has done for us in our childhood quarrels and—from a safe distance—tell him to mind his own business.

This is the situation with the Latin Americans. When we formulated the Monroe Doctrine the southern countries were in their infancy and for many years thereafter our policy and attitude was of the greatest help and benefit, but Uncle Sam has forgotten that the infant republics have grown up, that many of them are able to look after their own affairs, that they no longer need or desire the help of a big brother and that their inhabitants are no longer ignorant, turbulent nor savage.

We are not the only progressive and highly civilised people in the New World and the United States—vast, rich and wonderful as they are—do not occupy the Western Hemisphere to the exclusion of all others as many of our citizens seem to think. National pride is all very well and we have a great deal to be proud of, but in our pride we should not overlook facts. Don't forget that of the hundred and fifty odd million people inhab-

iting the American continents sixty-five millions and more are Latin Americans, and don't overlook the fact that these people occupy three-fourths of the twelve million odd miles of earth comprising the republics of the New World. And if our national pride requires a further jolt bear in mind that the entire United States, without Alaska, could be dropped within the borders of Brazil and still leave space enough for New England, New York, Pennsylvania, New Jersey and Delaware to fill in around the edges. Remember that the Argentine is equal in size to all the United States east of the Mississippi, with the first tier of States west of the "Father of Waters" besides. In Bolivia we could find room for every State on the Atlantic coast from Maine to Alabama, and the area of Peru would easily accommodate all the Pacific Coast States and the second tier of States to the east. Only by such comparisons can we grasp the vast size, resources and possibilities of Latin America, a territory we are all too prone to consider of "little account." Our superior attitude and the consequent ill-feeling it has produced in Spanish America explains in a measure why we have been all but forced out of the Latin-American

trade by Europeans; but of more direct and even greater influence are smaller and more personal reasons which may be easily and quickly overcome.

We have allowed the Spanish-American trade to slip through our grasp in the past and have been ready with our excuses. If we are really in earnest, let's stop talking and get to work. If we avail ourselves of the opening now within our reach there is no reason why America should not hold the bulk of South American trade for all time. But first of all we must be prepared to extend a helping hand to our southern neighbors. They have been stricken almost as severely as the warring nations of the Old World. Their markets have been cut off, they are glutted with raw products which they cannot sell and in nearly every Latin-American country finances are in a critical condition. Our present duty is to render them first aid, to tender financial help, to extend credit and to buy their raw material, which in the past found a ready market in Europe.

The Spanish Americans need our goods; they must have supplies, food, clothing, machinery and a thousand things we can supply; but they cannot

buy without money, and only by disposing of their own products can they secure money. The first step we must take is to co-operate, trust, investigate and pave the way for closer relations, greater friendship, and better faith between us and our sister republics. Only in this way can we succeed in establishing a lasting and enduring trade with Spanish America; a business of vast and wonderful opportunities, but which to be carried on permanently and with success must be built upon a foundation of mutual trust, friendship and understanding.

CHAPTER II

IGNORANCE OF CONDITIONS

It is scarcely an exaggeration to state that the first and greatest reason for our failure to control Spanish-American trade is ignorance. If a manufacturer wishes to succeed he studies conditions. He must know the demand for his goods, must have an idea of the expense of production, the cost of labour, the percentage of waste, the markets he can reach, the competition he must expect, the freight rates on his products and a thousand and one other details. It is the same way with his labour. If a workman, a mechanic, an artisan or even an humble porter or teamster is not up to the mark he is discharged and another, more competent, takes his place. The master-mind has his fingers on the pulse of his industry; his every effort is devoted to studying conditions, to seeking better and more efficient means to his ends and to perfecting the organisation of his business.

To carry on a successful export trade demands the same knowledge of conditions, the same mas-

tery of details, the same personal attention to every branch and feature of the trade. But scores, yes hundreds, of manufacturers and merchants attempt to secure and hold the export trade with Spanish America by methods which would not prevail in conducting a corner cigar stand.

Many a man who ships to Spanish America has never been to any one of the countries to which he sends his goods. He knows nothing of them, of the resources, people, transportation or other matters from personal observation. He accepts reports from agents or representatives and in many cases those whom he trusts to furnish information obtain their data at second hand. Scores of large houses with a good sized export trade employ interpreters and translators in their home offices and yet send forth representatives and salesmen who are ignorant of the language of the countries they are to visit. The representative is handicapped, but finds it possible to "get along" in the large towns where English is spoken. It is pleasant, there is a good hotel, there is life and gaiety and cool drinks. Thereupon he establishes himself at his employer's expense, mingles with the hotel habitues, possibly calls upon the larger business

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houses, interviews a Yankee consul who may be as ignorant of the language and country as himself, talks of "God's Country" and the "Greasers" and eventually returns to headquarters with his report. With sublime confidence the report is accepted by the employer, who never dreams of spending time and money in a personal investigation, and yet for all he or his representative knows the pleasant acquaintance who vouchsafed much of the information may have been the agent of some European firm, or even the interpreter, employed by the American, may have been in the pay of the German consul.

This may seem like an exaggeration or an extreme case. It is not. Time and again I have met American representatives returning from trips to South America who knew no more of the real conditions in the countries they had "investigated" than of Aztec codices and who had been "strung" by every one, from the negro boatman to the remittance-men who hung out at the hotel bar.

Another matter which enters largely into the failure of American firms to "make good" in the Spanish-American trade is the lack of adaptabil-

ity of most Americans. Unless an American has lived long and travelled far in Latin countries and the tropics he will find it hard work to adapt himself to conditions. The climate, life, travel, hotels, food, drinks, language, insects, smells, customs and everything are new, strange and often irritating to the new-comer. As a result he either becomes disgusted, can see nothing good, and vilifies everybody and everything while lauding his own people and his own country, or he is so anxious to get away that he makes no attempt to secure business.

How different is the attitude of the European competitor, for this trade. He arrives quietly and unostentatiously, and accepts the disagreeable and unpleasant features as part of the game. He studiously makes himself at home, he becomes acquainted with the merchants and people of the town, he joins a local club or subscribes liberally to a local charity, he entertains and is entertained, he establishes himself in the confidence of the people, in the life of the city and then is rewarded for his patience and perseverance by the orders he seeks. The American rushes breathlessly and perspiring into an office or a store and

with a curt "Good morning," or its equivalent, attempts to sell the proprietor several thousand dollars' worth of goods he does not want and insists on payment in thirty or sixty days. The Teuton or other European strolls in, dressed in native clothes. He consumes perhaps half an hour in flowery, complimentary Spanish nothings. He makes polite and half-hearted enquiries as to business and after a pleasant hour or so takes his leave while the proprietor follows him to the door, pats his back and pronounces him "Muy simpatico."

The next day, or the next, he calls again; gradually the question of an order is introduced, the length of credit is discussed and adjusted to mutual satisfaction, the order is placed and the merchant henceforth looks forward to the visits of the German salesman as to those of a life-long friend.

If the American would compete with the European for the South American trade he must learn to make the best of things. He must learn politeness, courtesy and unlimited patience. He must make friends first and do business afterwards. He must be willing to act, talk and think

“Mañana” and to constantly bear in mind the old adage, “In Rome do as the Romans do.”

Conservatism, race or religious prejudice, condescension, arrogance, discourtesy or “bluff” have no place in Spanish America. The Latin American is a gentleman first, last and all the time. He has never acquired our custom of being a gentleman in private life and a boor in business and he expects others to be as courteous as himself and if they are not he judges them accordingly. He may be white, brown, yellow or black, but remember, one of his ancestors was probably a plumed grandee of Old Spain. He may have fought and bled to throw off the yoke of the Spanish, he may be barefoot, unshaven and poverty-stricken, but to him the Spanish tongue, the pride of race and patriotism are sacred. You may scoff at his ideas, you may laugh at his faith, you may curse at the “lazy Greasers” and through it all he may smile, treat you with respect and politeness and greet you with the expressions of the greatest pleasure, but in his heart he despises you for an ill-bred “Yankee Pig,” and thanks God he is of Spanish blood. On the other hand, treat the Latin American with courtesy, praise the build-

ings and industry of his town, laud his country, admire his beautiful women, visit his places of historic interest, and speak his language and you may command respect, admiration and true friendship and every entertainment and comfort will be yours.

Altogether too many Americans underrate the Latin Americans and the Spaniards. They consider them gullible fools, behind the times, poor business men and unsophisticated. Don't believe such things for a minute; the Spanish American and the native Spaniard—and in many places in South America the bulk of business is still in the hands of Spaniards—is the shrewdest, smartest, keenest, business man in the world.

In Cuba, Porto Rico and Central and South America one often looks in vain for a Hebrew name above a store and marvels that they are not there. The answer is simple; the Jewish merchant cannot compete successfully with the Spaniard. There is a saying that, "It takes two Jews to beat a Greek and two Greeks to beat a Gallego," and he who tries to get the best of a Spanish business man will find the saying true to his sorrow. Not that the Spaniard is underhand, crooked or

dishonest; he will drive the sharpest bargain he can and expects you to do the same; if you don't it's your loss. If you beat him in a fair and open deal he has no ill-feeling, but admires you the more, but cheat him, work off some underhand trick upon him and beware! He may smile and treat you with the utmost courtesy, but he will never forget nor forgive and sooner or later will repay you ten times over. Spaniards and Spanish Americans are born diplomats and can give our cleverest men cards and spades and then beat them hands down, and the salesman or firm that tries to cheat, to palm off inferior goods for others or put through a shady deal with a Latin-American customer might as well give up all ideas of establishing South-American trade at once. As the comedian says, "You can't do it!"

In all Spanish-American countries one sees salesmen of both kinds; those who are irritatingly American, who do not speak Spanish, or pretend not to, and who rub the natives the wrong way on every occasion; and on the other hand those who speak the tongue, adopt the customs, and ways of the natives and "deliver the goods."

Both types represent American firms; the one,

the firm whose goods are in every store, in every distant mountain town, in every peon's hut. The other, the representative of some firm that is striving for Latin-American trade, a firm that has goods equal or perhaps better than the other's but which ultimately gives up in despair and leaves the field to its more adaptable competitor.

There are scores of competent American traveling men in Spanish America. One meets them everywhere; in the great capitals, in the tiny interior towns, on the railways, crossing the snow-capped mountains on muleback, on the clumsy steamers of the great rivers, in Indian canoes on forest-shaded streams and on every ship that steams across the sunny seas from our ports to South America and the Indies.

These are the men who have built up and made successful the trade we have with Spanish America. Some, Americans by birth, others English, Danish, Scotch, Hebrews, French or Germans and many of them born or brought up in Spanish-speaking countries. These men know their business. They have a personal and intimate knowledge of South American people, life, trade and conditions. They speak Spanish as well as they

do English, they are equally at home in the reception room of a president or in the palm-thatched shack of a village storekeeper. They can compliment the black proprietor of a dirty fonda on the excellence of oil-soaked beans or pass judgment on the epicurean viands of a palatial hotel. They know the names, family history and gossip of countless "leading families" and call millionaire customers "Amigo" and address their daughters with the diminutive of their Christian names.

Where you find such salesmen you will hear no talk of "Greasers" and "Niggers," no complaint of insults or injuries to Americans, no calling for "Intervention," no disparagement of our South American neighbors and no complaint about the lack of business or the scarcity of cash. They may *think* a lot, but they don't say it, at least in the presence of Spanish Americans.

If our manufacturers and merchants would employ such men as these the greatest barrier to our holding Spanish-American trade would be overcome. There are plenty of them; the supply is far greater than the demand.

CHAPTER III

SLIPSHOD METHODS

A VERY large part of our trade with our southern neighbours is carried on through commission houses. There are plenty of honest commission merchants, no doubt, but there are also many dishonest ones, and in many cases the reputation of one must suffer through the transactions of the other. In many places in Spanish America all commission houses are looked upon with suspicion and the natives fight shy of them as much as possible.

The commission merchant without principle has a marvellous opportunity to make money at the expense of his customers and all too frequently he takes advantage of it. I have known personally of cases where planters shipped fruit and produce to New York commission houses, accompanying their shipments with orders for goods to be purchased and credited against the returns of the shipments. As a result the planters never received a cent for their shipments. The bill for goods invariably totalled more than the returns

claimed for the fruit and for over a year the planters shipped produce to off-set the debit notes. They had no redress; the commission merchant claimed dull markets, loss by decay and weather, shortage in shipments, etc., and the planters were compelled to accept his word. On the other hand, the goods sent the planters were charged for at *list prices* and the planters lost both ways.

Such incidents are of daily and almost universal occurrence and as a result much of the trade which should come to American houses goes to Europe, where commission merchants have the reputation of being content with a reasonable profit on their transactions and have not yet learned all the "Yankee tricks."

It is usually far more satisfactory to establish a branch or an agency than to depend on European commission houses in the various countries. These firms may be willing to pay cash in advance, but they already have more lines of goods than they can handle properly and are not interested in pushing new lines of goods. As the trade in but few articles justifies the expense of sending a special representative to a distant country or in establishing branch houses, it is often a good plan

for several allied, but non-competitive, firms to pool their interests and secure a representative or agent to act for all.

Lack of care and skill in packing and shipping goods is another factor which militates against American trade in Spanish America. This is mainly due to ignorance of conditions. For the first few times one might forgive such ignorance, but when the attention of the shippers is repeatedly called to the condition in which his goods reach their destination and his packing is criticised and he still persists in following the same methods, we can hardly blame the consignees for placing their orders elsewhere.

In this connection a knowledge of conditions and personal investigation of the countries to which goods are shipped is of the utmost value and importance. The merchant may know that his goods travel a certain number of miles by sea, a certain distance by rail and "two hundred miles by mules," but to his mind this conveys no idea of what the cases must undergo. He ships goods daily to far more distant points; he ships by rail, by boat, by truck and by other means of transportation to distant points in the United States, Eu-

rope, etc. That his shipments to South America require different packing never occurs to him; or more likely he never even knows how they are packed, but leaves all such matters to the judgment of his shipping-clerks. The shipping-clerk is probably a poorly paid boy or young man and has no more idea of the whereabouts of San Paulo or Santa Isabel in Colombia or Peru than he would of one of the Lunar craters, and could not tell whether the country was swampy or rocky, mountainous or flat, hot or cold, wet or dry, if his life depended upon his answer. He knows a certain shipment is to be boxed and addressed, he selects a packing case that will hold it and packs and nails it up in exactly the same manner as if it was addressed to Denver or Montreal and forgets all about it.

If his "boss" could only watch that poor, flimsy, loosely nailed case in its travels his eyes would be opened and a certain shipping clerk would lose his job. It is no wonder that many boxes and packages arrive at their far distant destination in South America in a broken or damaged condition; the wonder is that any survive. From the time they leave the truck at the steamship

dock they are mauled, banged, smashed, pounded, battered and maltreated in every conceivable way until one marvels that anything built of wood and nails can ever escape complete annihilation.

Our own stevedores are bad enough, goodness knows, and seem to delight in seeing how roughly they can handle things, how often they can drive their hooks into packages and how frequently they can let the loaded slings bang their contents against stanchions, skids and deck beams; but they are gentle and painstaking as compared to the sweating blacks who unload the ship at the other end of the voyage.

Officers may curse, boss stevedores may rave and consignees may implore, but slam-bang is the order of the day; if a sling gives way and the load falls crashing a dozen feet to a stone dock or the steel decks it makes no difference; in fact, it's rather a divertisement than otherwise, for in picking up the cases, nailing the broken tops on the boxes and gathering the scattered contents there is always a chance of pocketing a tin of edibles or some other prize. In many places the steamers do not come alongside the docks but discharge into lighters alongside. Usually she lies in an open

roadstead exposed to the long ocean swell and as the ship rolls and swings and the sling runs down to the boat far below, it alternately bangs against the ship, dips into the sea and swings far outward until, by superhuman efforts and "by guess and by Gosh," as the mate expresses it, the cases are safely dropped in the lighter. But the troubles of the packages have just begun. From the ship they are lightered a-shore and are either hoisted by a derrick to a flimsy wharf or are dumped helter-skelter on the beach. In the former case a little more banging and slamming about adds to the excitement and bustle of "steamer day"; whereas upon the beach they are merely subjected to the cooling caresses of a few big rollers before being lifted to carts or trucks and hauled to the warehouse or stores. If the destination of the shipment is on a railway line it will in due time be tumbled into the cars, hauled to its proper station and thrown onto a platform, unless perchance, the train runs off an embankment, is wrecked by a landslide or tumbles through a weakened trestle; all of which are part of the day's work in Spanish-American railroading.

If, on the other hand, the shipment is destined for some small town—or even a large city—that is not on the railway line it will fare quite differently. Sooner or later—usually later—a mule-train or ox-carts arrive from the interior and the boxes—which all this time have reposed quietly in the close, steaming, hot warehouse with their gleaming incrustation of dried salt-water upon them—will be piled in the lumbering bull-carts or lashed to the backs of the patient pack-mules. Then, for long days, they will journey over the mountains, exposed alternately to pitiless, blazing sunshine, to cloud-burst and drenching rains. Rivers will be forded and the chocolate-coloured water will swirl sluggishly over the bottom of the bull-carts or above the saddles of the mules. Trails will be followed where packs graze along rocky precipices sharp as glass and ragged as gigantic saws, mules will fall, ox-teams will break down, but ultimately, with a jangle of mule-bells, the cracking of whips and the raucous cries of leather-faced drivers the cavalcade will come gaily into the quaint interior town like conquering heroes, and what remains of the pine box held to-

gether with inch-and-a-half wire nails will be delivered to its consignee.

In due course it will be opened, its stained, corroded, muddy, torn, broken and long-suffering contents will be exposed, the peon "sweep" or the swarthy porter will receive the shipment as a gift, and the consignee, swearing softly in Spanish, will look up price lists of similar goods "Made in Germany."

This is no exaggerated nor highly-coloured account of what packages to South America experience; it is the usual thing and shippers must prepare for it and pack their goods to withstand as much and more. I have seen sewing machines, gasoline engines and other heavy metal goods and machinery unloaded at South-American ports when enclosed only in light open crates. Such packages would serve every purpose if the objects were to be shipped from one point in the United States to another. But imagine the condition the contents would be in after they had been exposed to salt water, rain, sun, dust, mud, mule-back and ox-team en route to their destination!

What a contrast we find when we examine into the packing of European goods. I have time and

again seen stout boxes from Europe which when opened exposed a neat soldered tin case. This in turn was opened to reveal tightly-tied bundles of oiled-silk paper and when at last the final wrappings of heavy paper were removed and the contents were revealed they turned out to be cheap, coloured, cotton prints!

Even when shipments are properly packed American shippers are often careless in the matter of invoices, bills-of-lading and other shipping details. Absolutely accurate papers are necessary in many Spanish-American countries. The Latin American is not compelled to buy from us and if we don't do things right and cause annoyance, delay or unnecessary expense we can't blame him if he buys from European firms who are careful of these "little things." In many Spanish countries the duties are fixed; in other words, each and every conceivable article and class of article is assessed at a definite duty, regardless of value. Oftentimes the duty on one object may be unreasonably higher than on another of a very similar sort and unless the shipment is properly billed and invoiced the consignee may be compelled to pay a duty far in excess of that his shipment

called for. A case of this sort came under my own observation. In the country where this occurred the duty on shirts with collars and cuffs attached was fixed at a certain rate, the duty on shirts without collars and cuffs was at another rate and collars and cuffs separately were dutiable at still other rates. A merchant ordered a case of shirts without collars but with detachable cuffs. The shipment was sent, but the invoice called for so many shirts—no mention being made of the cuffs. When the box was opened in the customs house each shirt was seen to contain the cuffs that went with it and the poor shopkeeper was compelled to pay a ten dollar fine for attempting to smuggle in cuffs and was obliged to pay duty on shirts and cuffs separately in addition. Had the invoice been made out properly, or had the New York merchant looked into the question of the duties of the country, the mistake could have been avoided, the consignee would have been saved time, money and the stigma of being accused as a smuggler and the future orders would have gone to New York. As it was the American shippers absolutely refused to adjust matters—although it was obviously their fault—and a Eu-

ropean firm received the future orders, which amounted to thousands of dollars yearly.

The importance of accurate bills-of-lading is just as great. Goods are frequently mislaid, lost, broken or damaged in transportation and if the bill-of-lading is not absolutely correct it is a difficult matter indeed to obtain redress from the transportation companies.

We may laugh all we please at the "graft" and bribery of Spanish-American officials and of course there *are* dishonest ones among them as well as among our own, but the Spanish-American official is a most punctilious and positive chap when it comes to matters in writing. If an invoice or a bill of lading calls for a certain thing, that thing must be forthcoming or none at all. Arguments are useless; it's none of his business how the mistakes occurred and he's not paid to straighten them out.

Failure to fill out papers properly, mistakes or omissions, ignorance of customs laws and regulations and lost, mislaid or missent papers and documents cause endless and constant trouble for the consignees in Spanish America. Many shipping clerks appear to think that the same formality

that serves for one country will serve equally well for another and they fill out all invoices, bills-of-lading, etc., in exactly the same manner, regardless of the destination of the goods. All this is annoying, expensive and irritating to the South American and moreover it is inexcusable. Any American firm or factory can secure authoritative and reliable information regarding the country to which he is shipping goods by making enquiries of the country's consulate. Many times shippers seek information of the officers of the steamship lines by which their goods are to be forwarded. This is an unreliable and uncertain method. Steamship companies ought to know about such things, but it often happens that they don't. They are familiar with certain lines of work, definite kinds of papers and port charges, wharfage rates and similar matters; outside of that they may be very ignorant; but did any one ever hear a clerk in a steamship office admit there was anything he did *not* know?

One of the most frequent questions asked by American merchants and manufacturers is, "What are the duties in Spanish America?" The matter of duties on imports has practically no

bearing whatever on our trade and need not enter into the calculations of profit or loss at all. It is a mistake for a merchant or manufacturer to look at the matter from the same point of view as he would consider domestic trade. The foreigner may be excluded or hampered in his trade with the United States, owing to our tariff, but it is quite a different matter with Latin America. In nearly every instance all the duties in Spanish America are for revenue only and not for protection of home industries or products. Where revenue tariffs are in force there is no reciprocity and every country exporting goods must pay the same tariff, which in the end is paid by the consumer. In a few countries there are a limited number of protected industries, but as a rule they do not exist. In some ways the tariff is of importance, but the duties and the laws governing commerce vary so greatly in the various republics that each must be considered separately and the merchant or manufacturer interested in trade with any Latin-American country should obtain full information in regard to such matters from either the Pan-American Union in Washington or from the nearest consulate of the country involved. As one

authority recently expressed it, "The best advice regarding the tariff is to 'forget it.' " This is good, sound, sensible advice. The Latin-American merchant does not expect you to quote prices with duties paid. He knows what they will amount to and prefers to attend to them himself and he can do it far better than either you or your representatives.

CHAPTER IV

CREDITS AND CONSULS

EVEN when American business men have overcome all other obstacles to success in establishing a South-American trade they are apt to balk at the question of credit. At home they are accustomed to a thirty, sixty, or ninety-day credit system before they grant credit at all, and when such methods fall flat in dealing with Latin America negotiations are at a standstill.

The ideas that Spanish Americans cannot be trusted, that long or large credit cannot be safely granted or that the rating of Latin-American merchants cannot be learned are absolutely without foundation in fact.

To deal successfully with South and Central American houses and firms, extensive credit *must* be given. It is a necessary part of Spanish-American business. In refusing this we fail in a most important, indeed vital, detail, and many a man's bright outlook for export trade to the southern republics has vanished into thin air through his

shortsightedness in refusing credit to his customers.

Why a credit system of the sort in vogue is necessary to the Spanish American is hard to understand, unless we are familiar with the business methods and customs of the countries. In many places practically all business is "paper" and comparatively little actual cash changes hands. A vast number of the producers of South and Central America and the West Indies are men of small or moderate means. Men who own or lease a few acres of land and raise cacao, coffee, or other products which they sell to the merchants and exporters. These small farmers have practically no capital and no resources, other than the returns from their crops, and for six months or so are obliged to live on credit; for what they make over and above their expenses must be turned back into the production of their next crop. As a result, the small planter asks and receives credit from his merchant or buyer, receiving supplies on the strength of the estimated value of his crop. As the merchant cannot realise on the crop until it is gathered and shipped to the foreign market and as he is compelled to keep up

his stock in trade to supply the planter, he in turn asks for an equally long credit from the exporters abroad; basing his expectation of meeting obligations on the crop to be furnished by the planter. If the crop comes up to expectations the foreign exporter is paid, the planter's account is wiped out and a new credit account is started for the next season. If the crop exceeds expectations every one is happy and prosperous. On the other hand, if the crop falls short the merchant cannot meet his obligations in full or must borrow elsewhere, and as the planter will look to him for supplies or go to the wall and the merchant must maintain his stock or fail, an extension of credit is requested. It is rare indeed that the shrewd merchant overestimates the crops or grants credit to its full value, and while accounts may be carried over from year to year, as the planter increases his cultivation and the merchant adds to his business, yet eventually no one loses. Herein the European, and especially the English and French, exporters and manufacturers win over us. They are willing to grant the long credit, they are willing to advance cash, through their bankers, on crops and are willing to carry

running accounts for years. Not so with the American; he demands short-time credit, insists on payment promptly and in full, and if it is not forthcoming blacklists the delinquent merchant and loses the trade.

Another most important matter is that of trade-marks. The great proportion of inhabitants of Spanish America are illiterate and unable to read or write and labels or names of goods, even in their own language, mean nothing to them. A peculiar design or trade-mark is, however, intelligible and easily remembered. If a certain article is adapted to the uses of the people, if it proves superior to others, the users keep the trade-mark in mind and demand the goods bearing that mark. As long as the trade-mark really means something, as long as it stands for a definite quality or style, so long will the people demand it and stand by it. Let the exporter place the trade-mark on goods of inferior quality or of a different kind and as soon as the people discover the fraud they lose faith in the trade-mark and in all goods from the same source. British and French manufacturers guard their trade-marks with the utmost care. They stand for definite qualities and

certain classes and styles of goods and the Latin Americans know it and appreciate it. For generations they have been accustomed to purchasing goods bearing certain symbols and they know that their children and their children's children will still be able to buy the goods stamped with these marks with the same confidence as did their fathers and perhaps their grandfathers before them.

But how about the American "trade-marks"? They are "trade-marks" and nothing more, and like "trade-names" may bear no relation to the goods they adorn. Mention an American trade-mark to a West Indian or a Spanish American and he will laugh at you; they have learned by bitter experience how little they can depend upon them. You can't fool a Latin American more than once or twice and there's no use in trying. He may be an ignorant peon, unable to read or write, but he knows "what he wants when he wants it," and he knows a good thing from bad and he doesn't intend to waste his hard-earned pesos by experimenting and running risks and he'll buy the goods with the mark he can bank on, every time.

Somewhat akin to the trade-mark proposition is that of "samples." It is the custom of numerous American salesmen to show samples of shoes, dress goods, clothing and various other articles of a very superior quality, book orders from these samples and fill the orders with an inferior quality of goods bearing the same name and trade-mark (or one so similar as to be readily mistaken for it), and in appearance, finish and other details closely imitating the original samples.

He may "get by" once or twice at this game and may laugh in his sleeve at how he fooled the "greasers"; I have heard them boasting of such tricks on many a steamer homeward bound from the tropics. But it's a good bet that the "greaser" doesn't place another order with the smart salesman's firm and, as in many other cases, the innocent suffers for the misdeeds of the guilty and American exports to the victimised district rapidly fall off.

So difficult has it become for many Latin-American merchants to feel sure of receiving the identical goods they order that many of them come to the United States and buy their stock here. When a merchant will spend several hundred dol-

lars in transportation, will leave his home and business for months, will travel thousands of miles to a strange land and will suffer agonies of seasickness to buy goods which he could obtain without discomfort or needless expense from Europe, it proves how anxious he is to secure American-made articles and how little faith he has in American travelling salesmen.

In every country of any importance we have consuls whose duty it is to foster and encourage American trade, to win the confidence of the natives, to safeguard their nation's and countrymen's welfare and to uphold the dignity and honor of the American flag. Many of them do all this and more. Many are miserably underpaid, miserably housed and their conscientious efforts and unceasing labours to further American interests pass unnoticed, unthanked and unrewarded. On the other hand many are a disgrace to their country and their flag. They are "political debts," as one American lady expressed it; men who care nothing for the welfare of their fellow Americans or the trade of their country. Men who never were capable of earning a decent salary at home and to whom the meagre pay of a consul or vice-

consul is a fortune. Men who adopt the vices and immoralities of the countries where they are stationed and spend most of their time drinking and carousing at the expense of convivial travelers, local renegades and native "sports." This may seem strong language, exaggeration and unpatriotic, but it falls short of what might be said of many individual cases. Far be it from me to condemn the whole diplomatic corps as incompetent, apathetic or subject to criticism. There are many splendid, talented, energetic, high-minded men representing our great country even in Spanish America and the West Indies. My own life was saved through the efforts of one of them, I have received innumerable courtesies, invaluable help and priceless services at their hands and feel honoured that I can count them among my friends, but far too often they are of the other type.

Of what use or value to Americans or American trade is a consul who is British born, an English citizen, the agent for a European line of steamships, the manager of an estate owned by a British firm with headquarters in London and whose entire sympathies, ties and point of view are British? Add to this the fact that his income from

European sources is several times as great as from his consular duties, that he is famous as a hard drinker, a "sport" and an all round "good fellow," that his morals, or rather his lack of morals, are a standing joke in a country where morality is conspicuous by its absence, and you have some idea of one consular representative that holds down his job and makes the Stars and Stripes the laughing stock of one of the British West Indies.

His is not an unusual case; there are plenty more like him scattered about through the smaller islands, countries and towns of tropical America. They hold their positions through "pull" and graft and as they are merely "vice consuls" and "consular agents" our State Department seems to consider that they are "good enough," as if, forsooth, it was not as important to have a proper vice-consul or consular-agent to honour our flag and help our trade in a small place as to have a worthy consul general or ambassador in a metropolis.

Another fault with our consuls is the fact that many of them do not speak or understand the language of the country. Such men are handi-

capped regardless of their standing, intelligence or ambition, and the wonder is that they accomplish as much as they do. Many of them realise the importance of acquiring the local tongue and set diligently to work to learn it. Often they succeed, but by the time they have mastered Spanish they are suddenly transferred—as likely as not—to Greece, Persia or China, where a new language and new customs confront them and their Spanish and knowledge of Latin-American conditions goes for naught. Truly it must be discouraging for a man thus to be ordered from pillar to post, to learn one people's ways only to confront radically different races, and we cannot blame them if after a few such experiences they give up in despair and trust their business to native interpreters and secretaries.

A consul or a consular-agent is primarily and principally a commercial proposition and where our trade is least there we need the best consuls. If we want to succeed in the Spanish-American trade, if we want to hold our own, we must look to it that our consular representatives in Spanish America are the best we can obtain. Let them be selected for their fitness for their position; let

them be retained only as they prove their efficiency and let American manufacturers, American merchants and the American public demand that this be so.



PART II
HOW WE MAY SUCCEED



CHAPTER V

WINNING CONFIDENCE

A PROMINENT Latin-American consul recently said, "The American business man has a lot to unlearn if he wants to get the \$500,000,000 worth of orphaned trade now in South America."

Those were the truest words ever uttered in regard to our trade with Spanish America.

The keynote to the whole situation is "*Unlearn.*" Then when you have unlearned everything you thought you knew and have rid yourself of the malicious, false and erroneous ideas that passed for facts in your mind, start in and *learn* the truth.

One of the first things to unlearn is suspicion and distrust of our Spanish-American neighbours. Who first started the idea that the respectable Latin American was any less to be trusted in business than any other man, is not known, but the popular idea has taken root and grown until now it is as firmly established as many another mythical idea. The greatest of mistakes that many

American business men make, in trying to do business with Spanish Americans, is their evident lack of confidence, an openly distrustful manner, very different from the treatment they would accord to other Americans or even to Europeans. If we are to succeed in business with the Latin Americans we must first of all win their confidence and in order to do this we must show our confidence in them. You would not expect to carry on a business with a fellow countryman if you distrusted him and he knew it; why should you expect to do it with Spanish Americans who are far more sensitive and easily offended than any people of Teutonic or Anglo-Saxon blood. And after all why do we have such an inborn distrust of the Latin American? Why do we mentally picture him as a bloodthirsty, cruel, vindictive, sneaking, swarthy, black-whiskered, dirty cutthroat with a knife in his boot and a pleasant and playful manner of sticking that same knife into one's back upon the slightest provocation? For generations we have been fed and fostered upon stories, tales, plays and traditions in which the Spanish American was invariably all this and more. He is always pictured as a villain, never

as a hero. In the tales of early discovery and conquest he inevitably suffered by comparison with the English, French and Dutch; in the stories of pirates, buccaneers and other freebooters the Spaniard was always cruel, merciless and an ar-rant coward to boot, while the doughty English-man was painted in romantic hue and often as a brave and chivalrous gentleman; and in modern times, whenever trouble brews in Spanish Amer-ica, we hear lurid tales of the overbearing, cruel, treacherous and savage native in contrast to the innocent, maltreated and much-abused Anglo-Saxon.

All this is mighty good nonsense to *unlearn*. Four or five hundred years ago the whole world was cruel and bloodthirsty according to our pres-ent point of view. The Spanish conquistadors killed off the Indians by thousands and perpe-trated unbelievable cruelties and oppression; so did the British, the French, the Portuguese and the Dutch. When the rich galleons and plate-ships sailed forth from the New World for Spain, who were the first to attack the ships, murder their passengers and crews and loot the gold? Spaniards? Not a bit of it; they were English,

and the scum and scrapings of every gutter and waterside of England. Who sacked and burnt Panama and massacred its inhabitants with every form of devilish cruelty? Who forced the priests and nuns to place the scaling ladders against the walls of doomed La Guayra?—Who nailed the friars to the crosses in their churches and gave the wives and daughters of governors and viceroys to their villainous, ruffianly sailors? The English, to be sure; the romantic, chivalrous, brave “hearts of oak.” And when we have lived long in Latin America and know from observation and experience the character of many of the Anglo-Saxons in those countries, and how they behave, the red ink of Yellow Journals loses its significance, for great is the provocation such people create in the countries they disgrace with their presence.

The Spanish American has his faults—plenty of them; so has the Teuton, the Celt, the Anglo-Saxon and every other race, but they are not the faults we associate with him. The bulk of Latin Americans are quiet, mild mannered, peaceable, almost childish in disposition. They are hospitable in the extreme and ready and willing to share

their last mouthful with an utter stranger. They may be careless of sanitary conditions, the streets of their towns may be filthy, they may be ragged, barefooted and poverty-stricken, but if there is a river, lake or ocean within reach they will bathe. Many of the South-American towns are models of cleanliness, many are provided with splendid sanitation, and if cleanliness is next to Godliness a lot of West Indians and South Americans will find a short road to heaven. To be sure they are temperamental, effervescent and quick to take offence, but their spontaneous gaiety, light heartedness and natural courtesy more than offset their other characteristics. They love a good "scrap" and find vent for their superabundant spirits in revolutions all too frequently, but nine times out of ten the revolts are not popular and are forced on the ignorant rank and file by unscrupulous politicians, just as gang rule and political "rings" are forced on us. We must remember, however, that the Spanish-American republics are young and have not yet learned that peace spells prosperity with a big "P." They'll succeed in time if we give them half a chance and don't "butt in." There is no question of this; our intervention has

never done any good. The countries with which we have interfered least have progressed the most and have the best governments; whereas those with whom we have interfered are as unstable as ever. Look at Argentine, Brazil, Costa Rica and Chile and compare their progress and stability with Venezuela, Santo Domingo and Mexico. Don't imagine, however, that every Spanish-American country has a "revolution with coffee" each morning. That's pure nonsense, many of them haven't had an insurrection for so long that they've forgotten there are such things. Even during their family quarrels business isn't affected very much and most of the established firms have been through so many revolutions that one or two more or less will not trouble them.

Even in a revolution every one's life is not in jeopardy; we kill more people by trolley cars, automobiles and football games every year than Spanish-American revolutions kill in warfare and we would laugh at the foreigner who hesitated to do business in New York for fear of death by vehicles.

Most of the other popular notions about our

southern neighbours are just as foolish and have as little foundation in fact.

The rank and file of Spanish Americans don't wear boots and are too poor to own knives, and as for using such implements on their fellow-men, and especially foreigners, the idea is absolutely laughable. In every large city, whether in Europe, the United States or Latin America, there are slums. Wherever there are slums there are thugs, cutthroats and ruffians, and wherever there are human beings of this sort a knife, revolver, sand-bag or razor frequently comes into play, but there is no slum of any Latin-American town where a man or woman is not safer than in many of the East Side streets of New York.

The Spanish American is not "handy" with a knife,—he much prefers a gun which he don't know how to use or a machete which he does.

He may be part Indian and possess some of the Indian's traits; he may be part coloured and have the characteristics of the negro, but there is no more sense in talking of the character, temperament, manners or appearance of Spanish Americans as a race, than of including Scandinavians, Germans, British, French and Italians under one

heading and trying to define their character, manners, temperament and appearance as "Europeans." There is about as much similarity between a Mexican and a Costa Rican as between a Russian and a Dutchman; almost as much difference between a Venezuelan and an Argentinian as between an Italian and an Irishman, as far as customs, temperament, ideals and appearances are concerned. All speak dialects of the same tongue, all are of more or less Spanish stock, but even the word "Spanish" means really very little; there is a vast difference between a Catalan and a Gallego; between a Basque and an Adalutian. When for the first time we visit certain parts of Latin America and instead of swarthy, dark-browed, black-whiskered men and dusky, olive-skinned women we see ruddy-cheeked, red-bearded, blue-eyed men and peach-skinned, golden-haired women our preconceived ideas of our southern neighbours vanish and we realise how much we have to unlearn. All this matter may seem incongruous and may appear to have little or no bearing on our trade with Spanish America. That's a mistake; we've got to understand the people, their ways, their racial characteristics and

have got to throw away all our old-fashioned, foolish, nonsensical notions in order to start out right and meet Latin Americans on a basis of mutual friendship, trust and understanding. It's useless to try to have faith in a man in a business deal if we don't trust him personally and there's no more reason for not trusting the Spanish Americans, both personally and in business, than any other race.

The merchant of Latin America is usually a man of honor, a man who has come from a long line of business men, who is bound by tradition to uphold the honours and reputation of his ancestors. He may be buried to the ears in old-fashioned ideas, conventionalities and etiquette; but he is honest, straightforward and his word is as good as his bond. For generations his house may have bought from the same firm, have bought the same line of goods; have dealt with the same salesmen, have been given the same credits, until a bond of friendship and familiarity has been established which it is hard to break. He has confidence in the firm from which he buys, they have confidence in him and he deals with his customers in the same way. Until some great and unsur-

mountable event transpires to compel a change he will be deaf to all proposals, offers or inducements from outsiders. Such an event is the European war and thousands of Spanish-American firms and merchants have been suddenly cut off from their customary source of supply, have found they must break away from the old and adopt the new and in their dilemma turn to the great republic in the north.

For a time such merchants will buy of us because they are obliged to, then, if they have our confidence and we have theirs, they will buy because they prefer to, and in the end they will buy because it's become a habit and a custom.

But this cannot be done in a day or in a month or a year; it must be done slowly, gradually and with patience and perseverance. Nothing moves rapidly in Spanish America and we must bear in mind that as we are *unlearning* false impressions of Latin America and Latin Americans so too they are *unlearning* erroneous ideas about us. Don't expect the business to go through with a rush. If you attempt to hurry and fume at delays you will never succeed in the South American trade. The "Costumbre del pais" (custom of the country) is a

sacred thing to the Spanish American and certain formalities must be observed. It often takes two or three visits to a Latin-American merchant before the question of business can be broached. First, you must win his confidence, either by letters of introduction or an interview, next you must make a social call and become acquainted and finally hint at the purpose of your visit and discuss matters in a friendly way. Of course he knew what you came for in the beginning, he knew whether he was going to order or not, he knew how much he was going to buy, he knew the credit he would ask and how much he would concede, and what's more, he knew that you knew that he knew; but the social side of life is intimately associated with business in Spanish America and the etiquette must be carried out to the letter.

The Latin American of good standing guards his reputation as something sacred, and if we would do business with him we must prove to his satisfaction that our reputation is equal to his own. Only by straightforward, honest, liberal and unquestionable dealings can we succeed in South American trade and every manufacturer, merchant or exporter who expects to build up a

Spanish-American trade must establish his reputation and maintain it.

Not only must goods be furnished which are up to the standard and of uniform quality, but they must be properly shipped, every detail must be attended to, invoices, bills-of-lading and other papers must be correct and beyond criticism and the goods must be packed in such a way as to arrive safely and in good condition at their destination.

The matter of improper packing has been touched on in a former chapter; now let us consider the question of proper packing.

If you have a local or European trade don't imagine that the same methods of wrapping, boxing and shipping to which you are accustomed will serve for the South American trade. Keep the two packing departments separate. Provide a different class of packings and boxes for the southern-bound goods and if necessary employ experienced and competent men to attend to this work alone. A man may be able to pack china, glassware or other easily injured goods and have them arrive safely in California, Europe or Canada, but that doesn't prove that he's capable of packing a shipment of shoes for some distant

point in the interior of Colombia, Peru or Brazil.

Don't be miserly with packings, boxes or nails. The cost of proper packages is small as compared to the loss of a single shipment or a single customer and for shipments to Spanish America the best is none too good. If the goods are liable to injury by dampness or water wrap them in oiled-paper, seal them in metal cases and enclose the whole in wooden boxes if necessary. Don't use light, flimsy, veneer-thin basswood or pine boxes, open crates, or pasteboard coverings. Good, strong, thick, reinforced, solid pine or spruce boxes and tight, strong barrels are the only things that will stand the racket. See that sides, bottom and top are securely nailed or screwed in place, and if possible bind edges and corners with iron strips in addition. Don't make individual cases too large or too heavy. In many places your packages must be handled without derricks or tackle, they must be carried through surf and down rapid-filled rivers in dug-out canoes or small sailing craft, they must be loaded into ox-carts and hauled for countless weary miles over terrible roads or must be loaded on pack mules and toted over hand-wide trails along the brinks of

precipices and through fearful mountain gorges.

Mark every case and package plainly with the address of the consignee, mark the weight and cubic feet plainly on the case in both metric and English units. Then instruct your representatives, and request your customers, to report any damages or injuries to the packages and ask them for any suggestions as to improvements in packing and follow such suggestions absolutely.

Even when your goods are safely and properly packed and have left your premises, don't rest easy until you know they are actually on board ship and properly stowed. It will be money in your pocket to have at least one man whose duty it is to see every consignment placed on board ship. Much of the trouble, complaint and dissatisfaction over shipments to tropical and southern America is due to the carelessness of employees of steamship lines. Most of the South American and West Indian steamers sail at infrequent intervals and on a somewhat indefinite and irregular schedule. They are usually filled pretty nearly to their full capacity with freight—if they were not they would stop running—and there is invariably a vast amount of confusion and rush

at the last moment. A consignment may easily be overlooked on the dock, or it may be confused and the various packages so separated and mixed among others that a part of the shipment is unloaded at one place and the rest at another. The number of packages that are "overcarried" on every trip of many West Indian and South American ships is almost incredible. If a box or bale for a certain port is accidentally or carelessly placed among cargo for some other port, the chances are ten to one it will be carried to that other port. Possibly the purser may notice that he is one box shy at one port and may keep his eyes open for the missing package at other ports, or he may notice he has one box more than called for and investigate. The chances are, however, that he'll never notice it until he checks up his papers and by that time the cargo will be ashore and scattered to the four winds. Still more often, if he notices a discrepancy, he'll lay it to the fault of shipping-clerks and decide they've made a mistake on their invoices and bills-of-lading. Perhaps the case may be found and returned to the local steamship agent, who in turn delivers it to the ship on her next trip and (if she calls there)

she'll deliver it at last to its proper destination, perhaps a month, or two or three months, after it should have arrived. Far more often, however, the box is lost forever or is carried back to New York, is started forth again, is again overcarried and travels back and forth, like the Wandering Jew, indefinitely. I have had this experience many a time, and have had cases at last reach their destination after they were missing a year and had travelled to pretty nearly every port in the West Indies and northern South America. I've also had the other fellow's cases come to me, have reshipped them and thought them safely off my hands, only to have them bob up again on the next trip, or a subsequent arrival, of the ship.

Many of the packages shipped are addressed only with the consignees' "marks"; weird hieroglyphics which save a great deal of time on the part of the shipping-clerks but are a nuisance and constant source of confusion to others. Of course it's much easier to paint a big circle with a daub in the centre than to print a man's or a firm's name, and it's easier for the tally-clerk on the ship to catch such symbols, as the boxes swing up or down through the hatches, than to read long

foreign names and addresses. The system is all right if it was followed out carefully and properly. At first thought it wouldn't seem difficult to distinguish *D. S. in a circle* from *P. Z. in a square*, but if the circle is crudely made and the square has rounded corners it's an easy matter to mistake one for the other as the sling full of boxes swings over the rail, especially when unloading at night by the fitful glare of a bunch of incandescent lamps. The only sure way is to have a stencil for each mark and have the symbols large and plain enough to be seen at a glance. Then have the packages marked with the consignee's full name in addition.

Remember also that there are scores, yes hundreds, of towns of the same name scattered in the various Spanish-American countries, or even in the same country. Be sure and mark the name of the country and province on the packages and papers as well as the name of the town. A great many South American and West Indian towns are commonly known by an abbreviation of their name. Be sure the name is written in full; for example, "Macoris" in Santo Domingo may be either San Francisco, or San Pedro de Macoris.

There are San Juans, Santiagos and innumerable other Sans and Santas, in pretty nearly every Spanish-American country, and perhaps the purser, tally-clerk or other ship's officers have only one of them in mind and take it for granted the packages belong there. You can't be too careful of such things; successful Spanish-American trade depends upon details and what may seem very unimportant to you may be of the utmost importance at the other end of the line.

Another matter that should be more strictly attended to is promptness. Many an American thinks, because Spanish America is the land of "mañana," that time doesn't count. He thinks he can ship an order next week or next month as well as to-day. This is not the case; your Spanish American may be slow in some ways, he may be lax in keeping his appointment to the minute, but in certain things he must be on time or fail altogether. Where steamers arrive but once a month or so, the natives know they've got to be on hand for that steamer or wait a month. If they live in the interior and send a special mule-train or cargo-carts to the coast for an expected ship-

ment and the shipment does not arrive it means a lot of expense, delay and trouble.

Transportation overseas to Spanish America is bad enough and uncertain enough without making matters worse by carelessness in not shipping on time and unnecessary delay.

No matter how much care one may take in packing, how minutely all the details of shipping may be attended to, how conscientiously orders are filled and how completely we have won the confidence of our customers, we cannot carry on a successful trade with South America unless we have the proper representatives and salesmen on the ground.

It is useless to try to establish a trade with Spanish America unless agents or salesmen are sent out with samples. Circulars, catalogues and advertising matter seldom accomplish any direct results. Such material does not amount to much in this country and it means far less in Spanish America. Advertising literature will often interest the people and will induce them to order articles which attract their attention and in this indirect way the catalogues may result in a de-

mand for goods, but when sent directly to the foreign merchant they accomplish little or nothing. If your firm or factory is the only one producing certain things, if you control some valuable patented or copyrighted article, unsolicited orders may now and then reach you from Spanish America, but these are exceptional cases. As long as salesmen must be employed it is a waste of time and money to select any but the best. To send out a man who does not speak Spanish (or Portuguese in Brazil and French in Haiti) is as foolish as it would be for a foreign firm to send a salesman to America who did not speak English. In some parts of Latin America a salesman who does not speak any tongue but English may be able to get along after a fashion, but it is difficult work and such a man is woefully handicapped and an equally efficient man with the ability to speak the language would secure five times the business.

If your business is too small to warrant sending out salesmen the only thing to do is to give up the idea of trade or else combine with some other small firm or firms and send out salesmen to act for the several firms jointly. This has often been

done and successful results have been accomplished by the method.

Finally, if you ship machinery, engines, automobiles or similar articles send a man along who understands them and can teach the natives how to operate, care for and repair the machines unless there is already some one in the country who is familiar with them. Even at home manufacturers expect to teach their customers how to use and look after the machines they sell, but these same manufacturers often ship disassembled machines to Latin America accompanied only by printed directions. That the consignees succeed under such circumstances speaks highly for their mechanical ingenuity.

One of the greatest secrets of the success of Germans in Spanish America before the war was the competency and efficiency of their commercial agents. In Germany a man selected a career as a foreign commercial agent and trained for it as carefully as if studying to be a doctor, lawyer or other professional man. He studied the business in schools, learned international law, languages of certain countries, business methods and similar

matters. He was then employed or apprenticed by some old established firm with a large export trade and selected one particular country as his field and specialised for business in that country. In due time he was sent to the country he had chosen, prepared to remain there for life. His first efforts were thoroughly to master the language, literature, customs and laws of the country and the better to accomplish this he often married a native, built a home and became thoroughly identified with the civic and social life of the community. As a result he became practically a native, although seldom a citizen, of his adopted country and soon was treated as such by the local business men. Such commercial agents have a tremendous advantage over our travelling salesmen even when the salesman has spent many years in the country or is native born, and until American young men realise the opportunities which a career of this sort presents, we will be handicapped in our foreign trade relations. Herein is a wonderful chance for hundreds of young Americans who, under present conditions, grow up in a business office and are condemned to spend the greater part of their lives on a stool at a desk. If

such young men will only apply themselves to a study of Spanish, specialise in the export trade and train themselves for the work they will have little difficulty in finding employment and will eventually be able to go abroad, grow up in some other country and in time act as commercial agents of the firms they represent. There are already many young men fairly well equipped for business careers in South America, many of them clerks in export or commission houses who have seen the possibilities and have acquired a knowledge which is bound to be of value in our relations with Spanish America.

Quite recently, when the National City Bank of New York announced its intention to open South America branches, scores of applications for positions were received. Dozens of the applicants could read and write Spanish and many of them had a knowledge of French and German as well. Although but ten men were selected at first, yet officials of the bank stated that there would have been no difficulty in selecting 200 men who were equipped for the positions.

There is no dearth of such men, but no matter how well they know the language, how thoroughly

they understand business methods it is unwise to send our inexperienced, green men to secure trade in Latin America. If a firm desires to build up a business in the southern republics only the very best and most experienced salesmen and agents should be selected. They may cost more, for good men of this sort are not "cheap labour," but their knowledge and ability will bring in enough more orders to make up for the high salaries they demand. It doesn't make a bit of difference whether they are Americans, Spanish Americans, Europeans, Christians or Hebrews as long as they have the knowledge, experience, adaptability and "push," and have "made good." Natives of Cuba, Porto Rico, Mexico, Spain and nearly every Spanish-American republic may be found among the army of successful salesmen. Many of these men have been educated and reared in the United States and are American citizens and naturally such men are able to get closely in touch with other Spanish Americans and to adapt themselves to native habits, customs and conditions. On the other hand there are scores of true Americans, dozens of Americans of European parentage and birth and unlimited numbers of Hebrews who are

just as competent, just as experienced and just as capable of representing your firm in Latin America as are their fellows of Spanish blood. Race, politics or religion have no place in the selection of salesmen or agents for this work; it is a question of efficiency, combined with diplomacy, and upon the honesty, ability and competency of your representatives your success or failure will in great measure depend.

CHAPTER VI

GIVING THE PEOPLE WHAT THEY WANT

UNLESS you are prepared to give the Latin American what he wants you might just as well abandon all hopes of a successful Spanish-American trade. His ideas may seem foolish to you, you may know that there is some article that is better value, more convenient, or more up to date than what he orders, but that doesn't make any difference; give him what he asks for, if you do not some one else will.

A great fault with many salesmen and merchants is that they try to dictate to their Latin-American customers. Instead of letting the Spanish American order what he wants they try to induce him to buy what they want to sell. If your customer orders dress goods of a certain width don't try to sell him goods of a different width merely because that is the width you carry or make. There is probably some good reason for his demanding just that particular width of material; he knows the local market and you do

not; leave the matter to him. If you cannot furnish the goods ready-made, have them made to order if the sales warrant it. If he asks for a certain weight axe, certain sized tins or an unusual number of packages to a case, don't try to argue with him, but take his order as he gives it and see that the order is followed out. The average American business man cannot see why substitutions should be objected to, provided the substitute is "just as good," but even if it's better it may not suit the South American or his local trade. Many American manufacturers have built up a tremendous Spanish-American trade merely by attending to these little items. Take for example the Collinsville Cutlery Company: their axes, machetes and knives are found in every South and Central American country and in every West Indian island, they practically monopolise the trade in such goods, and why? Merely because they make their tools and implements to suit the people instead of trying to make the people accept a certain stock pattern or grade of cutlery. One island or republic may use and demand a certain size, weight and form of machete and their next door neighbours may prefer quite

a different type; there may be no apparent reason for it and it may seem foolish, conservative and ridiculous in our eyes, but the Collinsville factory makes the machetes according to the demand and as a result they get the trade. It's the same way with hundreds of other things; one locality may demand shoes of one colour of leather, one style of last and one weight of sole and another locality within a few miles may demand shoes of a very different character. Hats which sell readily in the seaport may be unsaleable in the interior towns and so with nearly every conceivable article used in Spanish America.

English, French and some American factories make goods especially for the Spanish-American trade. They have learned just the class of things the South American countries want and as such things have no sale elsewhere they produce them solely for export trade. If the merchants are in the habit of buying these articles they will be loth to purchase anything else; if you wish to get the trade you must be prepared to furnish these goods or have others exactly like them made to order.

This doesn't mean that Spanish Americans

never adopt new things or are not open to conviction. Oftentimes some articles, materials or provisions which have never been introduced will meet with a wonderful sale and thereafter be in great demand. Sometimes the goods thus adopted would at first sight seem utterly unfitted to the people and the climate. Quaker Oats has a wonderful sale in the tropics; I have seen long processions of natives wending their way homeward from the markets to their little huts in the mountains and each and every one with a box of Quaker Oats on his or her head. The highest-priced and daintiest of canned goods and confections may often be found in rows upon rows in the tiniest of country stores in isolated interior villages. Why pâté de fois gras, Maraschino cherries, truffles, devilled crabs, potted game and similar delicacies as well as Nabisco wafers and Lowney's chocolates should be sold in such out-of-the-way places and should be used by the almost penniless and woefully ignorant peons is a puzzle I have never solved, but if the goods were not in demand they would not be kept in stock. On one occasion I lived for several weeks in an almost unknown interior settlement where no American had ever

before stopped and here I found the principal food of the natives, aside from the inevitable beans and codfish, was Puffed Rice!

It is a good plan to try samples of unusual things in Spanish-American countries, especially in new territory. One never knows what may and what may not sell. Sometimes the most incongruous articles will leap into popular favour at a bound and frequently at a later visit the salesmen will find such articles put to a use very different from that for which they were intended. There is the old story of the man who shipped warming-pans to the West Indies. His friends suggested it as a practical joke, but it paved the way for a fortune. The warming-pans proved just the things West Indians required for dipping molasses from the vats, and the ladles in universal use to-day are merely improved warming pans minus the lid; in fact, in many of the more isolated mills the original warming pans are still in use. A number of years ago some enterprising Yankee shipped a consignment of hat-racks to a small town in Mexico. The Mexicans had never seen hat-racks, but the consignee, thinking to advertise his wares, placed one or two of the racks outside

of his store. A horseman soon arrived and seeing the convenient piece of furniture threw his bridle reins over the hooks, and from that time on hat-racks were in demand as hitching-posts!

Even the ingenuity of the Spanish American or West Indian often fails to find a use for certain things sent down to his country by northern merchants ignorant of conditions. I shall always remember the amusement afforded by a certain West Indian merchant who had several pairs of old-fashioned ice skates hanging outside his doorway.

When questioned in regard to them he explained that he had no knowledge of their use, but he had some vague idea that they were associated with the Christmas season in the North and annually hung them outside his store as an indication that his Christmas stock had arrived.

Just as important as giving the people the goods they want is the matter of extending the credit they want. As already pointed out, credit is absolutely essential to the Spanish-American merchant in many cases. If your financial condition will not warrant extending long credits, you must either give up Latin-American trade or con-

fine your business to localities where such credit is not demanded.

As for the actual risk you run in giving credit, there is practically none, at any rate not as much as in giving shorter credit to American firms. In many Spanish-American countries, especially in those that are more backward and have been less exploited, business is carried on very differently than in our country and financial operations are looked upon from a totally different point of view.

The average Spanish or Spanish-American business man looks upon his reputation and credit as his most precious possessions. If he becomes financially embarrassed his fellow merchants lend a helping hand and either advance him the necessary funds to put him on his feet or purchase his business and assume his obligations. They consider it a reflection on themselves to have one of their compatriots go into bankruptcy and use every effort to prevent it, and as a result failures of Latin-American business houses are very rare. How much better is this custom than our own method of piling suits and attachments on a strug-

gling competitor and "hitting him when he's down."

In a great many of the Spanish American countries there are large and firmly established banks, but in others modern banking systems have never been introduced. Even where there are banks they are often comparatively new and the people have not become accustomed to them and still prefer the more primitive methods of their ancestors. Much of the Spanish-Americans' business is done without contracts, notes or other papers; word-of-mouth and verbal promises being amply sufficient. So closely do Spanish-American merchants adhere to their word in business deals that one prominent New York merchant once said in speaking of Cuban credit: "I would rather have the word-of-mouth of a Cuban than the note-in-hand of most Americans."

The simple honesty of many West Indians and South Americans is really incredible. The servants may steal provisions, the peons may steal fruit,—to their eyes this is no sin. "God gave such things to all," they say; but to steal money or valuables, to rob a bank or a money drawer, to

crack a safe or to deliberately set out to "do" their fellows, is absolutely unheard of in many places and is far from common in any of the countries. Certain localities and certain people are exceptions and, where there are large numbers of foreigners, thieves and other malefactors abound, but as a rule in the islands and countries which retain their native ways and customs, honesty is the rule rather than the exception. In Costa Rica the author has seen farmers wandering through the crowded market of San José with rolls of bills amounting to several hundred dollars held loosely in their hands. At times, in the excitement of bargaining or the interest of gossip, these rolls are laid upon some handy counter or box and the owners wander about among their friends unmindful of their unguarded wealth, and seldom indeed is it found missing upon their return. Many of the banks in South America and the West Indies are practically devoid of all safeguards as we understand them. I have seen banks with counters piled with gold, silver and notes and left open and in the sole charge of a coloured porter while the cashier went to lunch. I have seen banks in which a ventilation opening,

over a foot in diameter, led directly to the interior and was only protected by a piece of wire netting or a light wooden grating, and in scores of banks the safe is an old, flimsy, iron affair that any one could open with a hammer and cold chisel, and yet these banks have never been robbed.

On one occasion the author was standing in a bank in one of the West Indian islands and a sudden gust of wind carried a pile of \$5 notes through the open window and scattered them far and near in the streets, yards and alleys of the vicinity. The porter went forth and gathered up a goodly portion of the currency, but still several hundred dollars were missing. The cashier and director appeared little worried or disturbed and to questions replied that, "Most of the notes will be picked up and returned," and sure enough, for several days thereafter barefooted, ragged natives—men and women who toiled all day in the broiling sun for the miserly sum of a shilling—found bedraggled notes in the streets and brought them to the bank, and this without hope of reward or even thanks; the notes were not theirs, so why should they keep them?

The same sublime confidence in others' honesty,

the same inborn integrity on the part of the people, exists in many Spanish-American countries, regardless of the increase of crimes with the growth of the cities and their intercourse with the outside world. To them a business man who does not fulfil his obligations, a man who demands an agreement in writing or a merchant who will burn his store for the sake of the insurance it carries, is an abnormal, impossible creature. Once when in Central America the author witnessed an example of the unsophisticated, sublime confidence of the people in their fellow-men. A large general store was burned under very suspicious circumstances and the agent for the insurance company refused to pay until after a thorough investigation was made. This implied suspicion aroused the people to such an extent that they threatened the poor insurance agent with personal violence unless the insurance was paid and he was obliged to comply. That any man would deliberately burn his own property was utterly incomprehensible to them. "What, burn his own store, deprive himself of a business, compel his old customers to trade elsewhere! Nonsense, such an act is impossible," was the universal argument. Of course in many

places such conditions have changed within a few years and in certain localities petty thefts, sneak thieves, etc., are all too prevalent, but as a rule such crimes are the work of the worst type of blacks from Jamaica, Barbados, etc., or are committed by discharged or dissatisfied servants or employés in a spirit of revenge.

Moreover, in most Spanish-American countries the punishment for crimes of any sort is very severe, and this fact no doubt deters many unscrupulous natives from giving way to temptation. If a man realises that he may get six months at hard labour for stealing a few cents' worth of property or may be fined several hundred dollars and imprisoned for a crooked business deal, he isn't apt to take the risk.

As far as a Spanish-American business man's standing is concerned, there is no more trouble in finding this out than in determining the standing of an American merchant. Dun's and Bradstreet's cover practically every Latin-American country and the West Indies and if you trust to such sources you can readily ascertain their ideas on the financial responsibility of your Latin-American customers. A great deal more infor-

mation may be obtained by your representatives on the ground, however, and to him you must trust largely as to the advisability of extending credit. It cannot be disputed that there are dishonest men among Spanish-American merchants as among all other races. Modern communication and intercourse has made the whole world kin in business as in other walks of life, but as a rule the risk is small and in the end you will lose less by extending credit than by refusing it.

Make allowances for the customs, manners and exigencies of the people, treat them as you would have them treat you, let them see that you trust them and rely on their honour and you will not regret it.

CHAPTER VII

ORGANISATION

FEW merchants would undertake to start a branch house in another city or to sell goods in another State unless they were sure of the ground. They would look up the population, the local debt and wealth, the number of competitors in their line, the prevailing wages of labour, the banking facilities, the goods in demand and innumerable other details which might or might not have a bearing on the business they had in view. If this is necessary in our own country, how much more essential must it be when undertaking to establish a business in a country several thousand miles away and where absolutely foreign customs, manners and language prevail.

Nevertheless, many American business men start out to establish a trade with Spanish America without the least knowledge of the country or people and without making any of the enquiries or detailed investigations which they would con-

sider absolutely necessary when dealing with their own countrymen.

The very first thing to do, if you intend establishing branches in Spanish America or expect to build up a profitable Latin-American trade, is to look over the ground. If possible attend to this matter personally; no one else can make you see and understand things as well as you can observe and master details yourself. If you cannot attend to this matter personally, select the very best man you can find for your representative, for upon his judgment, experience and business ability your future success will depend. Look up every item within reach regarding the countries in which you are interested; call on their consuls—you will find them more than anxious to give you all the information they possess—write to the Pan-American *Union* at Washington for facts and data, read all the books written on the countries and when possible talk with some one who has been there and who is not prejudiced or biased by race, religion or other matters.

We hear a great deal about trade with South America, but it must be borne in mind that there is a vast difference in the opportunities afforded

by the various republics. We are prone to speak of South America, Spanish America or Latin America as if it was one great homogeneous country with the same climate, conditions and peculiarities throughout. Many of us are accustomed to think of South America or Spanish America as a tropical land of vast forests, dense jungles and uncivilised conditions. We cannot judge one part of South America by another any better than we can judge one part of North America by another; the climate, conditions and peculiarities of the various South and Central American countries are as different as the various countries of Europe, and even in one republic we may find every gradation of climate from the torrid to the frigid with corresponding peculiarities in customs, dress and habits of the inhabitants. A great deal of Spanish America *does* lie in the tropics, but a very large portion of it is in the temperate zone and is far from tropical. Certain sections are covered with forests and jungles, vast areas are thinly settled and only partly civilised; but on the other hand there are enormous barren areas, stupendous mountains, immeasurable plains and wide prairies. Many Spanish-Ameri-

can countries are as well settled and as civilised as our own land and such cities as Buenos Aires, Rio Janeiro, etc., would put most of our largest cities to shame.

It is obvious that under such conditions there must be far more competition in some places than in others, that methods which would prove successful in one section would be of no avail in another and that goods which would be in demand in one locality might not be saleable in a different section.

It is just as impossible to state that such-and-such conditions prevail in "South America," that such-and-such business methods are in vogue in "Spanish America" or that a certain class of goods are in demand in "Latin America" as to make the same statement in regard to North America, Europe, Africa or Asia. We would not expect to sell fur overcoats in New Orleans or St. Augustine, nor white linen suits and straw hats in Nome or Sitka, and yet many Americans seem to think that the same goods they would ship to Costa Rica or Venezuela would do equally well in Argentine or Patagonia.

In the larger, more prosperous and more ad-

vanced countries there is naturally more business, more wealth and larger markets, but these countries are already financed and exploited to the last cent, as a rule, and competition in every line is as keen as in our own great cities.

Brazil, the Argentine, Chile, are great, teeming, prosperous countries—world-powers one might say—and while there are great opportunities for exploitation and commerce in the interiors of these countries, such undertakings, to be successful, must be carried on with immense capital and on a tremendous scale in keeping with the character, extent and wealth of the countries. Peru, Venezuela, Ecuador, Bolivia, Colombia and Central America all afford splendid fields for American trade and the less known and less in the public eye these countries are, the better are the chances of success for new undertakings. The American business man should not expect to cover all, or even a portion, of the Spanish-American republics with his trade. Such an attempt must meet with failure unless backed by almost unlimited capital and a vast organisation. Certain great companies or trusts can accomplish such things, but not the small or independent firm or

manufacturer. Even in countries where every want seems to be filled, where everything seems to be furnished, there are often great opportunities to the man with discrimination, good judgment, quick perception and business ability. One great fault with many Spanish-American countries is the lack of variety in the stock carried by the merchants. One may visit a score of the leading stores and find identically the same goods in each. You may wish goods of a little different style, colour or class, but it will be impossible to find them; every merchant carries the same goods and if you visit one you have practically visited all. This peculiar condition has been brought about by various causes. In the first place natural conservatism and tradition have led the people to use a certain line of articles which have thus become gradually standardised; in the second place many of the goods are manufactured especially for the export trade to the country and hence everything that goes there is the same; a third reason is that salesmen have found it easier to repeat orders for certain goods for the various merchants rather than to order several different styles, qualities, or kinds; and, finally, each mer-

chant is so afraid that his competitor will have something that he does not carry that they all order exactly the same things.

Speaking of this very matter, a prominent and experienced representative of one of our largest exporters remarked: "If I want to sell a bill of goods to one merchant all I have to say is that Don So-and-so has placed an order for a certain amount of the goods and invariably he will place an order of the same amount for identical goods."

This state of affairs offers an opportunity in two ways; in the first place a competent, trusted and well-received salesman can induce one or more merchants to order a new line of goods and if one does this the others will follow suit, thus affording a second opportunity of securing the trade.

Comparatively few Spanish-American countries are provided with five- and ten-cent stores, and yet in many of the West Indies and South American republics the majority of the people are obliged to purchase the most inexpensive of goods and would welcome a five- and ten-cent store with open arms. The objection might be raised that the same goods which are sold in the United States for five and ten cents could not be shipped to

South America and sold for the same prices at profit. This may be quite true with certain things and under existing conditions, but certainly there is an enormous variety of articles which sell for five cents or two for five cents or less in this country which the South Americans and West Indians would buy readily for ten cents. Moreover, if a demand was created our factories could turn out a line of ten-cent goods especially for the South American and West Indian trade. There are still other opportunities in the disposal of old and out-of-date stock. Many of our old goods now find their way to South American markets, but there is plenty of room for more and I doubt if any one has ever taken this matter up and made a specialty of it—purchasing old stock, obsolete styles and out-of-date goods to be resold in certain sections of Latin America and the West Indies. In a great many of those countries the people demand the latest designs and styles, especially in clothes, and in many of the South and Central American cities the latest Parisian styles are seen in daily use long before they appear in New York, but this is true only of the wealthier and better class of people; there are immense numbers of inhabitants

who would be just as willing to purchase old styles and designs provided they answered their purpose and were cheap. By "cheap" I do not mean shoddy or of poor quality, however, for the West Indian or Spanish American wants value for his hard-earned money every time. In most cases he would much prefer to go without an article rather than purchase a really inferior one.

In many places the commonest and most widely used articles have been overlooked somehow or other and the salesman who can discover such oversights on the part of his predecessors and who introduces the much-needed articles will reap a rich harvest. A few years ago the author was in a locality where our cheap dollar and two-dollar watches had never been introduced. A friend who was a leading importer and merchant in the country saw and appreciated the value of such a watch in the author's possession; he obtained the address of the manufacturers and as a result secured a very lucrative trade which might have been secured by any travelling salesman wide-awake enough to have seen the opening. Numerous cases of this sort have come under my personal notice and while many of these opportunities

have since been grasped by both American and European firms, yet plenty of them remain to be discovered by commercial explorers.

There are just two ways of selling goods in Spanish America; either find the market that demands what you can furnish or find the goods which the markets demand.

Organisation is another very important factor in carrying on a trade with Spanish America and it is through their splendidly organised systems that our great manufacturers have gained control of many Spanish-American markets. For example, take the Singer Sewing Machine Company; their machines are to be found in daily use by thousands of people throughout Mexico, South and Central America and the West Indies, in even the most remote districts. Their name is a household word throughout Spanish America and they have practically wiped out competition.

Their work is carried out with military precision and their organisation is marvellous in its completeness and perfection. Before a branch or a general agency is established a representative looks over the ground; he finds out the population, the average wages, the condition of the finances,

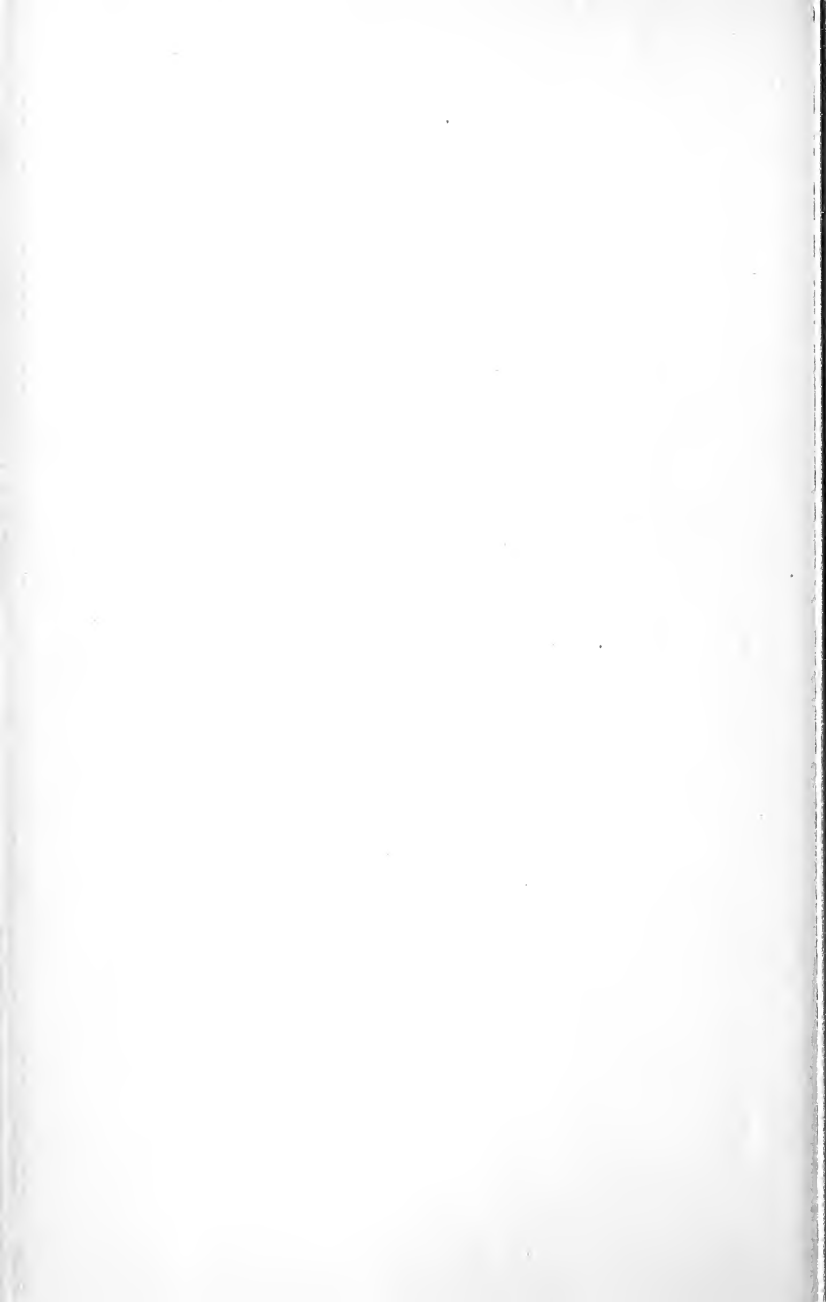
the cost of freight, transportation, and every other incidental expense; the rental of offices, the cost of help and leaves nothing to guess work or hearsay. From his data he estimates the number of machines that should be sold, the cost of selling, the cost of maintaining the office and help and the profits that should accrue. If his figures warrant it the agency is established and a competent manager put in charge. If the sales fall short of the estimate, if the profits do not work out correctly, or if in any way the "scheme" does not tally with results a satisfactory explanation must be made.

Of course the men selected to represent such firms, to look over the ground, to make the estimates and to carry on the work must be the most competent, efficient and trustworthy to be obtained. They must have had a long experience in the countries they are to cover, must be adaptable, tireless, familiar with the customs, manners and business of the country, must have the details of the business at their fingers' tips, must be masters of the language of the country and must be expert accountants, keen business men, diplomats and gentlemen in addition. Such men naturally

command enormous salaries and tremendous expense accounts, but they are worth it; the best are none too good for such positions.

Few firms or manufacturers can afford, or require, such an organisation, but even in a small business the undertaking should be carried out with the same attention to details, the same familiarity with conditions and prospects and the same care in selecting the proper men. The Spanish-American trade has great possibilities, wonderful opportunities and enormous profits, but it is no "get-rich-quick" scheme. When we sell to South Americans we are not trading coloured beads and calico with half-naked savages, as many seem to think. We are dealing with people as shrewd, keen and familiar with the world's markets as ourselves. Under stress of circumstances we may succeed for a time, even with slack, half-hearted methods, but unless our Spanish-American trade is firmly and immovably established on a solid foundation of honesty, friendship and reciprocity it will not endure. Sooner or later the European nations will be at peace and will regain the trade and prestige they have lost. The South Americans are ready and waiting for us, they

have goods to sell to us and we have goods to sell to them. The Panama Canal will cut the freight rates tremendously in many cases, and the Spanish Americans realise what this means to them as well as to us. They are willing to do their part, but they are not going to sacrifice themselves or their prosperity for our sakes. We have an opportunity to prove our sincerity, to prove we want the trade and good-will of the vast continent to the south. Let us stretch our hands across the Canal and grasp those of our southern neighbours in true friendship; forgetting all differences and uniting all the peoples of the New World in an inseparable bond of true Americanism.



PART III

FACTS AND FIGURES



CHAPTER VIII

THE REPUBLICS AND THEIR TRADE

IN the following pages the various Latin-American republics will be found alphabetically arranged and with various interesting and valuable trade and business statistics under each. As certain data could not be obtained in regard to some of the countries there will be found far more information in regard to certain republics than in regard to others, but in every case all available information has been included.

The lists of articles imported and exported are not intended to cover every object, for this would be a task far beyond the scope of the present work. The articles enumerated are those forming the bulk of the exports and imports, however, and will serve as a guide to what the countries buy and sell.

In some instances very detailed information has been obtainable in regard to shipping, finances, banks, railways, etc., and wherever this occurred the data has been included. In other cases infor-

mation regarding such matters is so meagre or so approximate that it has been excluded. The information regarding oceanic transportation to the various republics is intended to give a general idea of the facilities of transportation, but it is necessarily incomplete owing to the present disturbed schedules of various steamship lines due to the European war as well as to the fact that many of the countries are only reached by lines whose steamers sail at irregular intervals, according to the cargoes offered. The transportation to most of the Latin-American countries is fairly good. To many places regular lines of large steamships run at regular intervals according to schedule, while numerous other lines, tramps, fruiters or tourist ships sail intermittently. Nearly every important port may be reached by direct ships from New York, Boston, Philadelphia, New Orleans or San Francisco or by lines connecting at Panama, Colon, Cuba, Porto Rico, or other large ports. As a rule little dependence can be placed on the scheduled time of passage to the Latin-American ports. In many cases various stops are made at intermediate ports and unexpected delays in docking or unloading occur. On

the other hand, stress of weather or other conditions render such stops impossible and as a result the ships arrive at their ultimate destination ahead of time.

The information in regard to transportation, while far from complete, will, it is thought, serve as a valuable guide to intending travellers or shippers and further information may be obtained from the various consular offices or from the steamship lines.

ARGENTINE REPUBLIC

Population. 7,885,237.

Capital. Buenos Aires, with population of 1,700,000.

Language. Spanish.

Currency. Gold peso = \$0.965 U. S.; paper peso = \$0.4246 U. S.

Weights and Measures. Metric system.

Postage. Postal Union rates. No parcels post.

Area. 1,112,684 sq. miles.

Comparative Area. Equal to all of United States east of Mississippi River, plus the first tier of States west of it. Six times the area of Spain, Germany or France. Ten times the area of Great Britain or Italy.

Total Commerce, 1917, \$897,924,034.

PRINCIPAL EXPORTS AND THEIR VALUE

(For year 1917)

Animal industry	\$352,933,859
Agricultural products.....	139,826,347
Lumber and timber.....	27,124,147
Other products	11,489,561

Total\$530,914,097

PRINCIPAL IMPORTS AND VALUE
(1917)

Live animals	\$ 2,361,360
Food products	60,189,904
Tobacco and products	8,176,942
Beverages	8,303,550
Textile fabrics	81,592,744
Oils	20,980,586
Drugs and chemicals	19,016,965
Colors and dyes	3,688,567
Lumber and timber	16,060,954
Paper and products	12,703,096
Leather manufactures	3,105,094
Iron and steel	40,438,514
Other metal products	18,423,508
Agricultural products and ma- chinery	11,334,622
Stones, clay products, pottery and glassware	28,475,163
Electrical apparatus	8,258,044
All other	13,118,451
<hr/>	
Total	\$367,019,937
<hr/>	
Total commerce	\$897,924,034

FOREIGN COMMERCE BY COUNTRIES
(Year of 1917)

<i>Country</i>	<i>Imports</i>	<i>Exports</i>
Austria	\$ 9,453	.....
Belgium	92,675	.....

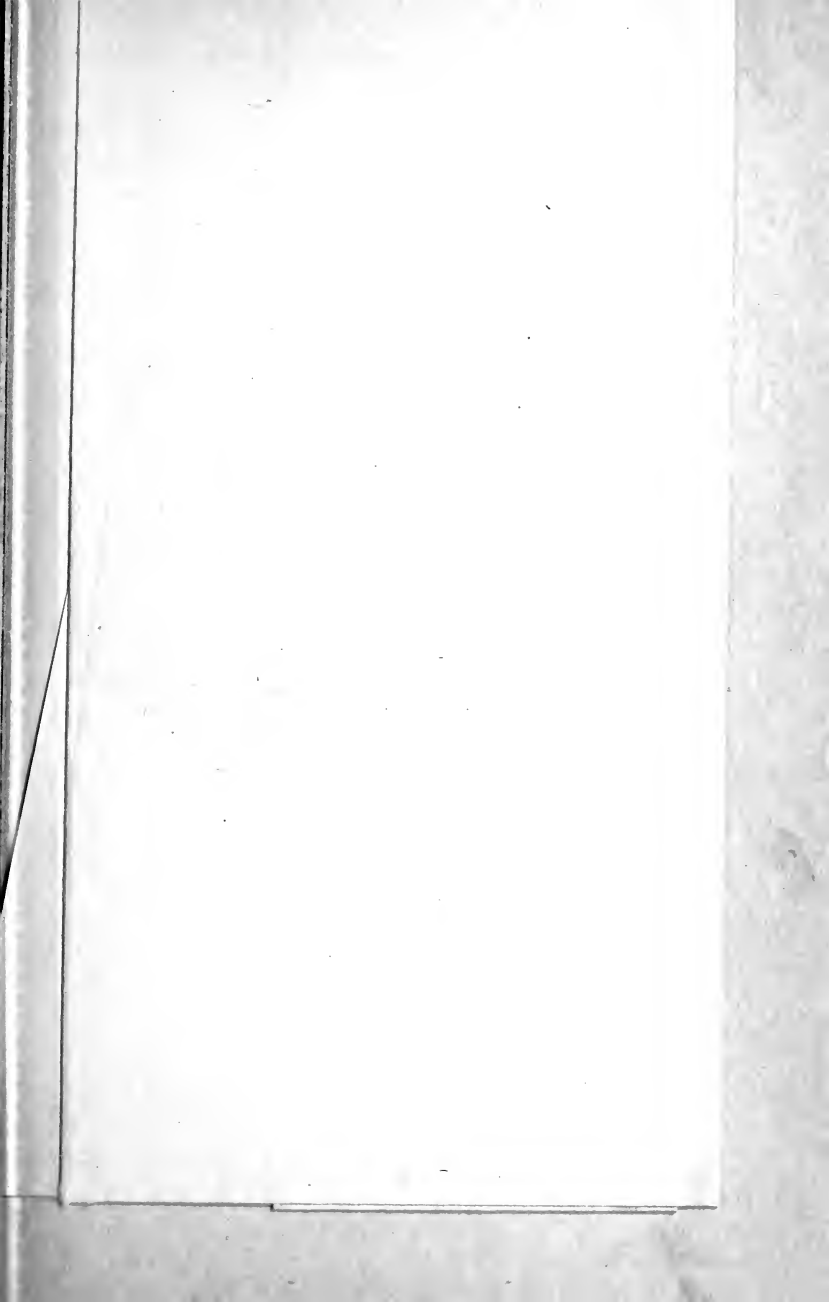
<i>Country</i>	<i>Imports</i>	<i>Exports</i>
Brazil	\$ 36,540,985	\$ 22,021,772
British Possessions	465,910	3,019,314
Chile	3,601,596	4,212,216
Cuba	2,590,445	.....
France	21,811,554	70,029,308
Germany	284,342	.....
Italy	25,421,356	27,883,227
Japan	3,203,081	2,036,725
Mexico	5,880,421	.....
Netherlands	2,187,534	5,087,677
Paraguay	5,031,341	3,242,774
Spain	26,530,672	8,814,880
United Kingdom	80,080,122	155,217,373
United States	135,251,949	155,626,288
All other	3,660,720	1,016,615
	<hr/>	<hr/>
	\$367,009,937	\$530,914,197
In 1914	271,818,000	349,254,000

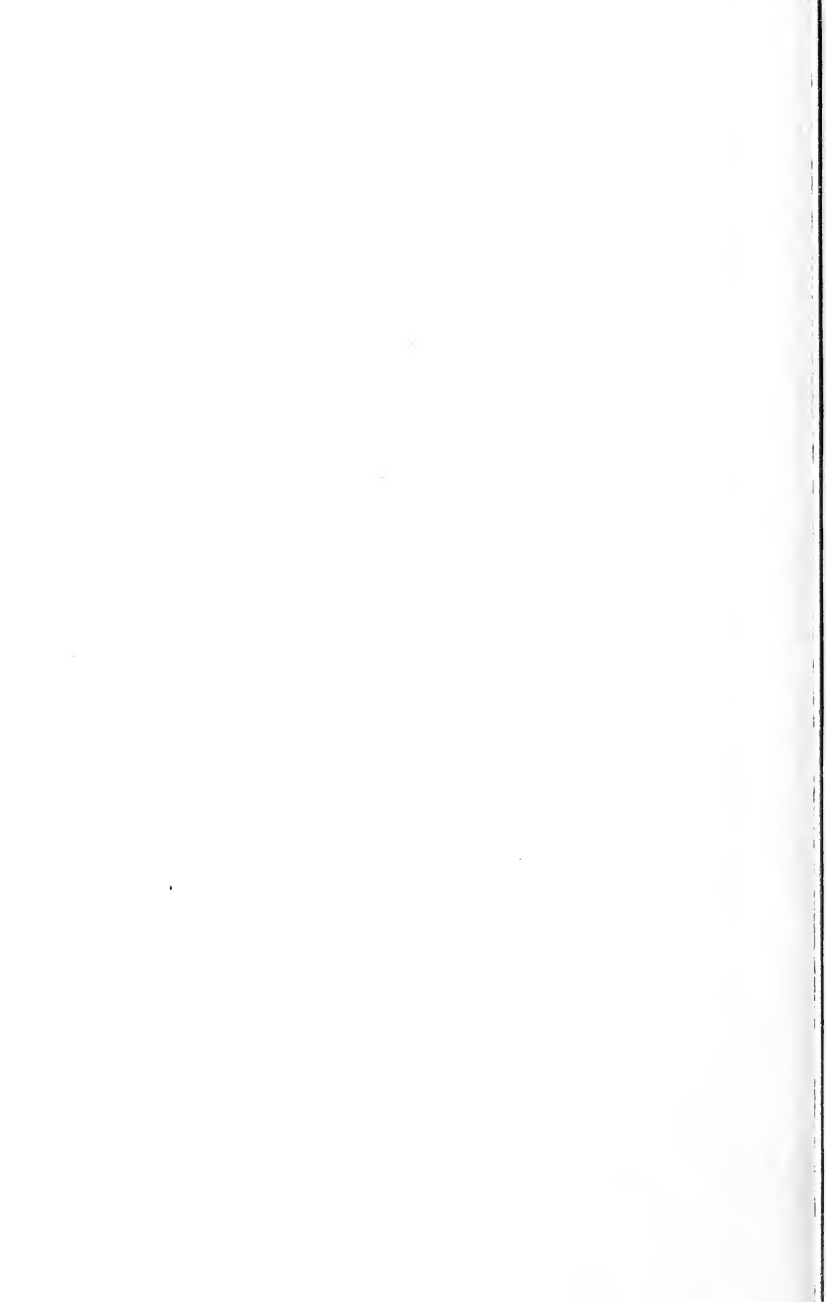
MILES OF RAILWAY IN OPERATION

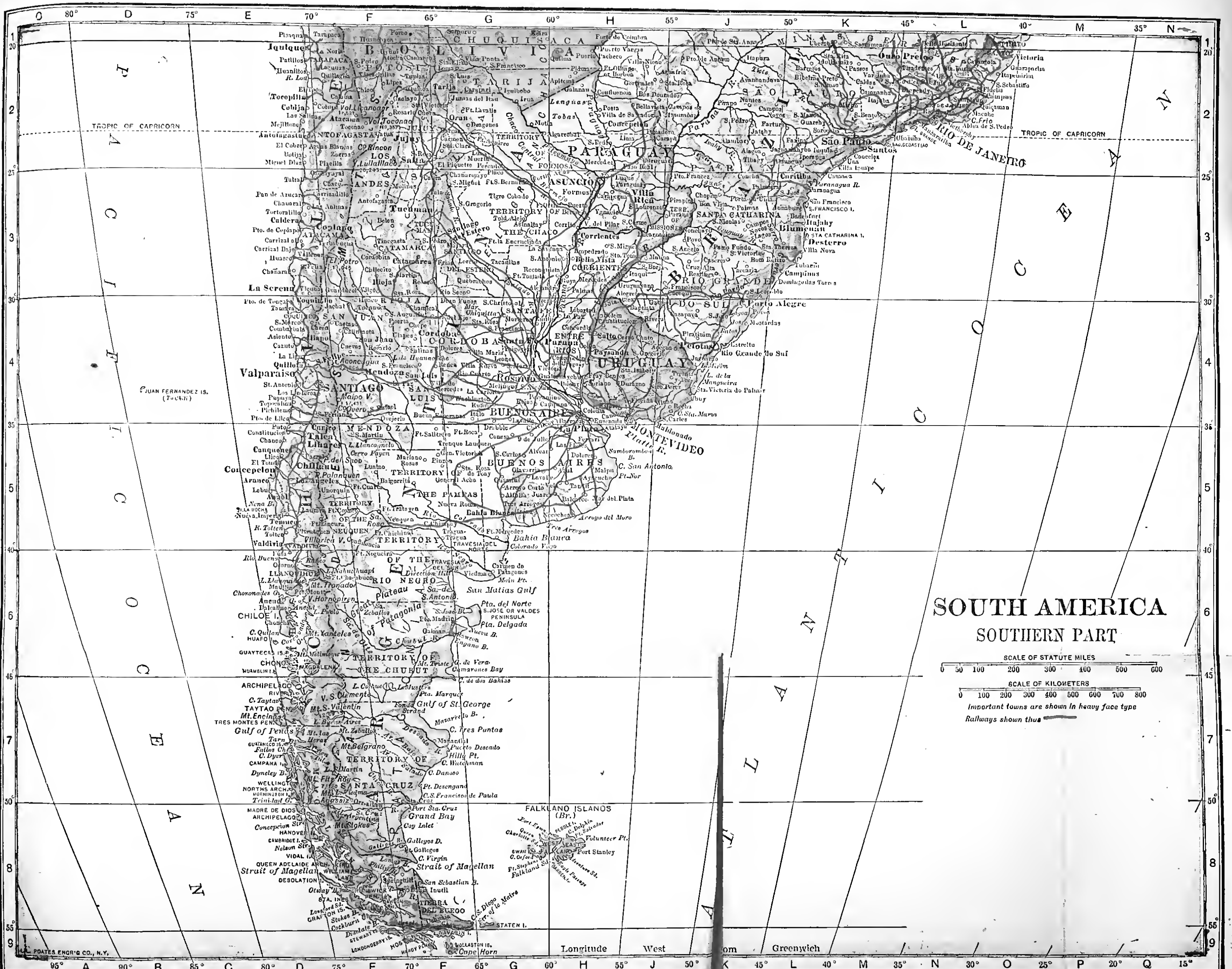
There were in operation in 1918 over 22,000 miles of railway. Buenos Aires is the leading railroad center, but Rosario and Santa Fe are also important. Argentine ranks ninth among all countries in railway mileage.

OCEAN SHIPPING, 1916

	<i>No. of vessels</i>	<i>Tonnage</i>
Sailing ships with cargo.....	268	385,211
Steamships with cargo.....	1,688	4,059,975







SOUTH AMERICA SOUTHERN PART

SCALE OF STATUTE MILES
0 50 100 200 300 400 500 600

SCALE OF KILOMETERS
0 100 200 300 400 500 600 700 800

Important towns are shown in heavy face type
Railways shown thus —

Longitude West from Greenwich

95° 90° 85° 80° 75° 70° 65° 60° 55° 50° 45° 40° 35° 30° 25° 20° 15°

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OCEAN TRANSPORTATION

From New York.

Lamport & Holt Line, twice monthly to Buenos Aires via Brazil, Montevideo, etc., with cargo, passengers and mail. Passage to Buenos Aires about 25 days.

Brazil Line, semi-monthly to Buenos Aires and Rosario via Brazilian ports.

Time of passage from New York to Buenos Aires, 23 days.

BOLIVIA

Population. 2,840,000.

Capital. La Paz, with population of 80,000.

Language. Spanish.

Currency. Boliviano of 100 centavos = \$0.389 U. S.

Weights and Measures. Metric system standard, Spanish "Vara" = 32.91 inches, Spanish "Arroba" = 25.36 pounds.

Postage. Postal Union rates. Parcels post.

Area. 708,195 sq. miles.

Comparative Area. Nearly three times the size of Texas.

Six times as large as the combined area of New York, New Jersey, Pennsylvania and Delaware.

Total Commerce, 1916.

IMPORTS AND EXPORTS, 1916

Exports. \$33,017,691.

Imports. \$7,676,162.

PRINCIPAL ARTICLES EXPORTED

Antimony	\$ 4,316,050
Bismuth	1,071,125
Copper	3,820,821
Tin	19,268,862

RAILWAYS

According to the latest data there are at present 840 miles of railway lines in exploitation and 350 under construction.

AME
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STATUTE MILE

300

OF KILOMETERS

400 500

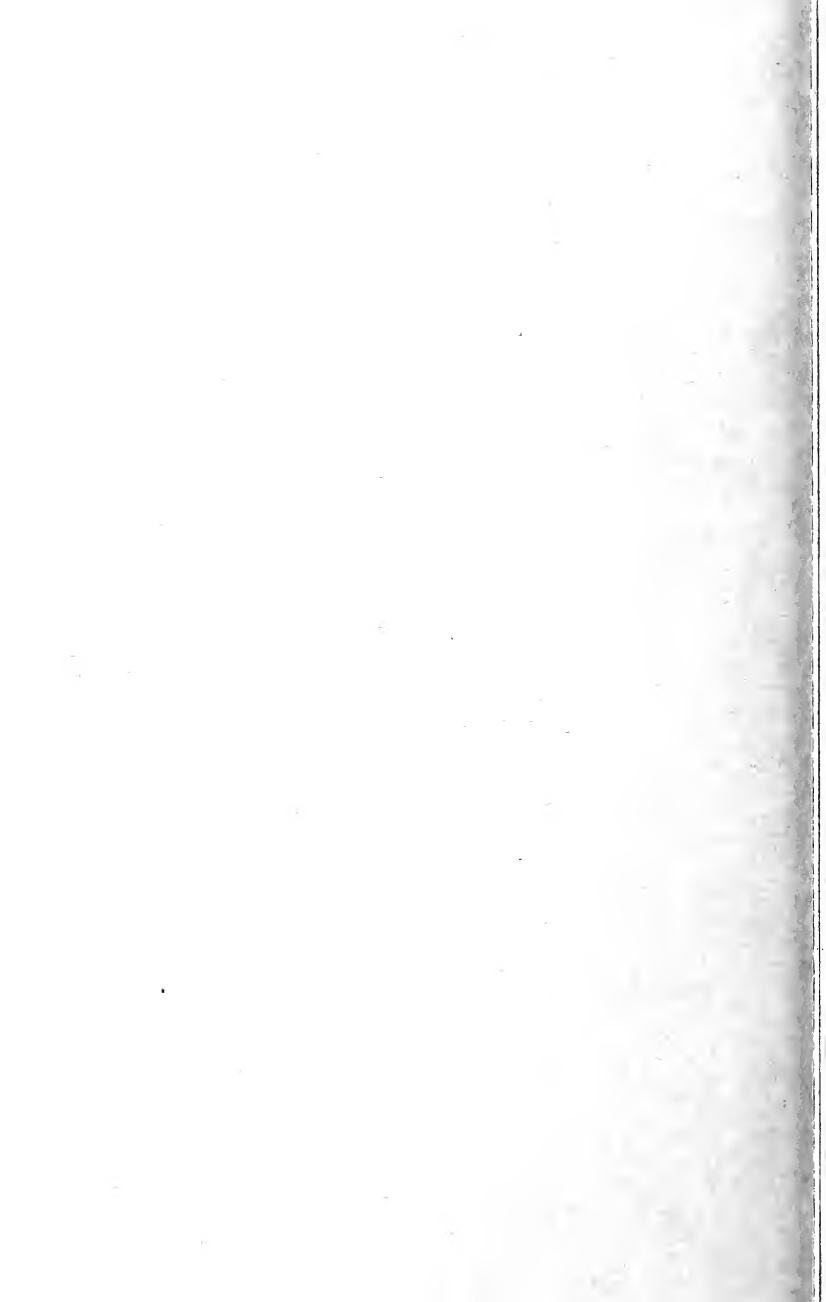
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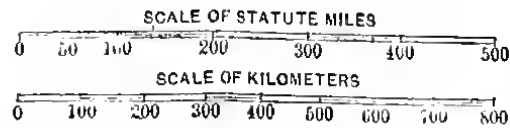
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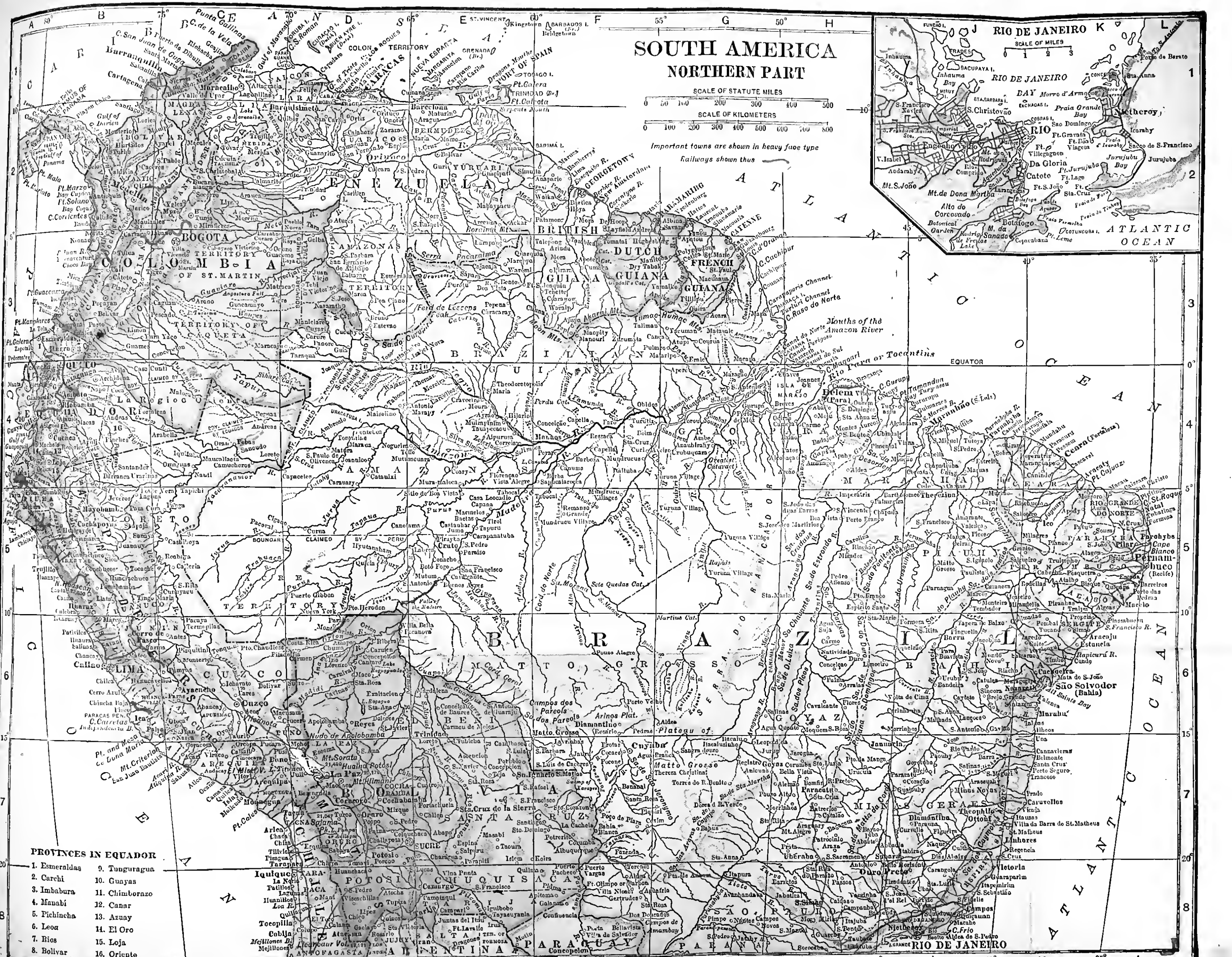
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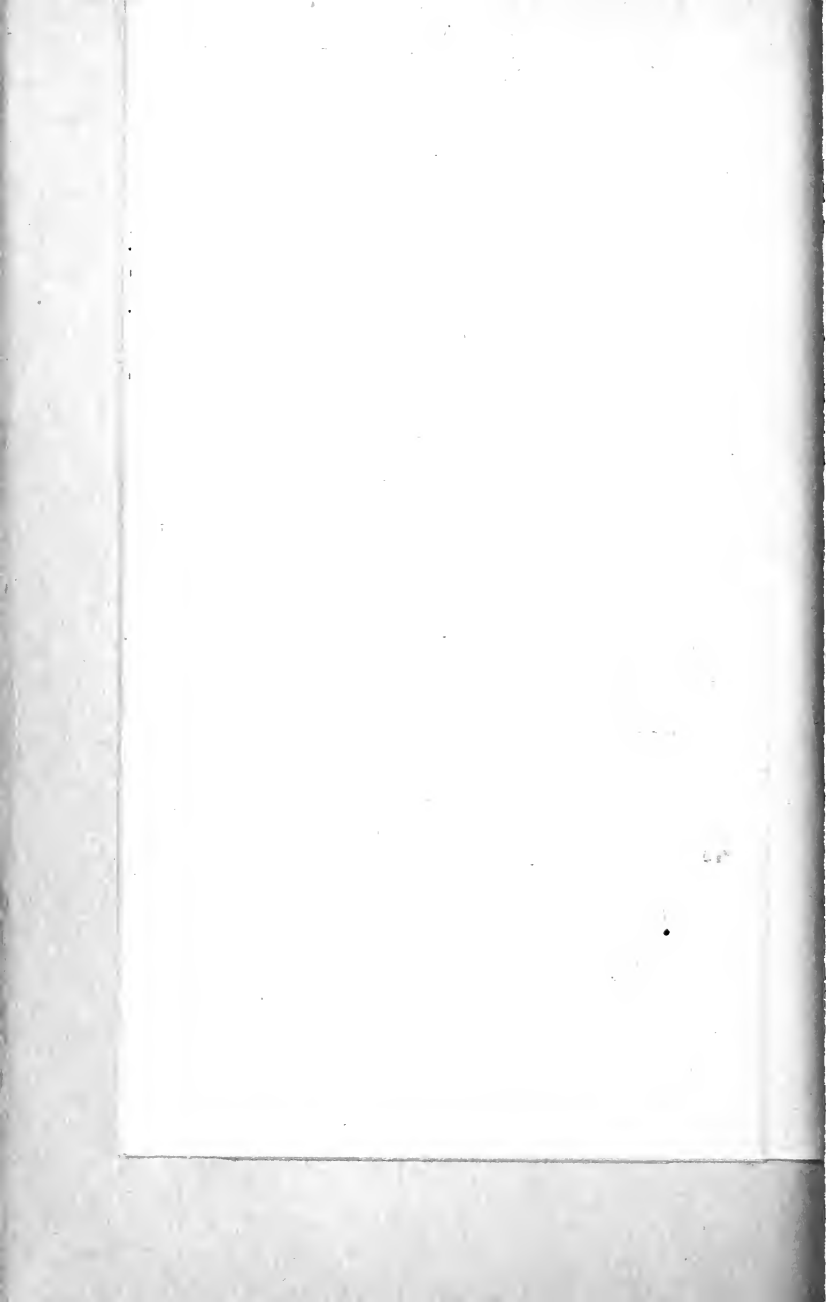
SOUTH AMERICA NORTHERN PART



Important towns are shown in heavy face type
Railways shown thus



- PROVINCES IN EQUADOR
- | | |
|---------------|----------------|
| 1. Esmeraldas | 9. Tungurahua |
| 2. Carchi | 10. Guayas |
| 3. Imbabura | 11. Chimborazo |
| 4. Manabí | 12. Canar |
| 5. Pichincha | 13. Azuay |
| 6. Loja | 14. El Oro |
| 7. Rios | 15. Loja |
| 8. Bolívar | 16. Oriente |



As Bolivia has no sea-coast, the capital, La Paz, is reached by steamer to Peru and thence by rail and across Lake Titicaca by steamer, the trip from the Pacific Coast to La Paz occupying 48 hours.

OCEANIC TRANSPORTATION

From New York.

Pacific Steam Navigation Co. via Panama; Merchants' Line via Sts. of Magellan; West Coast Line via Sts. of Magellan.

From Panama.

Compania Sud Americana De Vapores.

Time of passage from New York to Cobija via Panama, 37 days.

BRAZIL

Population. 26,500,000.

Capital. Rio de Janeiro, with population of about 1,000,000.

Language. Portuguese.

Currency. Gold, Milreis of 1000 Reis = \$0.546 U. S.
Actual currency is paper, value of which is about \$0.3244 U. S. A "Contos" = 1,000 Milreis.

Weights and Measures. Metric as standard. Portuguese "Libra" = 1.012 pounds; Portuguese "Arroba" = 32.38 pounds.

Postage. Postal Union rates. Parcels post.

Area. 3,273,000 square miles.

Comparative Area. About the size of Canada without Labrador. About the size of Australasia and Oceania. Larger than all Russia in Europe. As large as all of United States except Alaska and with four times the area of New York State in addition.

Total Commerce for 1917, \$507,990,000.

IMPORTS AND EXPORTS

(Year of 1917)

VALUES IN U. S. CURRENCY

Total value of commerce	\$507,990,000
Total value of exports	291,382,000
Total value of imports	216,608,000

COMMERCE BY VARIOUS COUNTRIES

(1916)

<i>Country</i>	<i>Imports</i>	<i>Exports</i>
United States	\$ 76,238,664	\$124,897,986
Great Britain	39,667,499	31,062,507
Germany	86,186	.....
France	10,117,764	42,810,577
Argentina	27,364,520	16,125,837
Portugal	9,049,044	1,500,166
Belgium	277,735	.....
Italy	6,792,656	16,344,577
Austria-Hungary	1,510	1,510
Uruguay	2,894,720	2,894,720
Switzerland	2,469,489	.....
India	3,155,973	.....
Newfoundland	3,355,192	.....
Spain	2,261,232	2,185,560
Norway	1,984,393	.....
Netherlands	1,159,488	.....
Sweden	2,525,821	.....
Canada	1,320,891	.....
Denmark	1,102,938	.....
Mexico	1,255,576	.....
Total	\$194,582,153	\$265,801,811

PRINCIPAL ARTICLES OF IMPORT, 1916

Ammunition	\$ 1,386,779
Firearms	719,715
Asphalt	56,737
Belting	509,638
Bicycles	35,816
Boot blacking	55,333
Breadstuffs exclusive of wheat	142,861
Breadstuffs, wheat	21,448,518
Breadstuffs, wheat flour.....	8,797,685
Cement	4,327,307
Cotton manufactures:	
Piece goods, bleached	821,881
Unbleached	156,002
Dyed	1,951,120
Printed	318,259
Others	5,442,415
Washed cotton	3,277,702
Coal	18,651,927
Patent fuel	1,193,451
Clocks	67,927
Watches	58,815
Chemicals and Drugs:	
Calcium carbide	84,234
Caustic soda	1,536,734
Pharmaceutical goods	6,260,461
Cars, Carriages, Etc.:	
Railway cars	57,026
Axles and wheels for cars	431,940
Locomotives	904,088
Rails, etc.	608,547
Motor cars	447,351
Motor car accessories	152,175

THE REPUBLICS AND THEIR TRADE 125

Dynamite and explosives	\$ 348,178
Electric Suppiles:	
Machinery	1,126,311
Lamps	311,838
Motors	123,465
Fish:	
Codfish	5,084,661
Preserved, extracts, etc.....	849,813
Fruits:	
Dried	348,223
Fresh	238,624
Preserved	16,231
Glassware:	
Bottles	141,943
Window panes	728,551
Hats	145,090
Inks:	
Printing	114,518
Writing	28,862
Instruments:	
Dental	200,807
Optical	72,153
Surgical	157,793
Other	99,701
Iron and Steel:	
Cutlery	444,277
Iron plates	535,459
Galvanized, corrugated	631,049
Furniture	48,174
Tubes, pipes	1,245,377
Motors and stationary engines	214,369
Machinery:	
Agricultural	163,273

Industrial	\$ 757,803
Other	1,601,537
Iron and Steel Manufactures:	
Nails, screws, etc.	288,541
Scales	63,792
Steel rods and bars	838,701
Stills, boilers, etc.	66,514
Tubes, pipes and fittings	1,245,377
Typewriters	207,512
Posts and bridges	125,385
Leather Goods:	
Boots and shoes	141,267
Sole leather	2,774
Skins and hides	4,951,587
Other leather mfs.	283,637
Lighting apparatus	98,960
Meats and Products:	
Bacon	18,845
Hams	319,423
Lard	27,469
Butter	69,578
Milk, condensed	787,472
Mills	34,318
Musical Goods:	
Phonographs and records	62,156
Pianos	137,476
Oils:	
Gasoline	2,615,364
Kerosene	5,777,681
Lubricants	1,834,757
Paper and Manufactures:	
Card and millboard.....	455,092
Playing cards	8,177

Printing paper	\$ 4,181,707
Stationery	1,585,106
Writing	320,219
Photographic supplies	184,232
Presses	18,903
Pumps	90,631
Pipe, lead	18,466
Perfumes, dyes, etc.	869,152
Paints, prepared	529,276
Rosin	1,790,615
Rubber manufactures	535,332
Soap, unscented	142,291
Starch	116,095
Salt	752,181
Tin plate in sheets	2,492,172
Tinware	37,801
Tools	1,420,190
Type	23,212
Tobacco (leaf)	474,854
Varnishes	159,883
Vegetables:	
Dried	40,301
Preserved and extracts	295,584
Wire:	
Barbed	1,494,347
Other	1,793,784
Wearing apparel, cotton	425,466
Wood and Manufactures:	
Furniture	62,678
Pine blocks and boards	179,946
Staves and hoops	66,974
Rough, sawed, planed, etc.....	24,723

TRANSPORTATION

Railways in operation at close of year 1917, 14,596 miles.

In 1917 contracts were closed for the completion of the Tocantins railroad, near the coast.

STEAMSHIP SERVICE

From New York.

Lamport and Holt Co. fortnightly for cargo, passengers and mails to Bahia, Rio, Santos, etc.

Prince Line, to principal ports.

Brazil Line, semi-monthly to principal ports.

Booth Line, thrice monthly to principal ports.

From Mobile.

Monson Line to Buenos Aires via Brazil.

Time of Passage from New York. To Bahia, 14 days; to Maceio, 17 days; to Maranhao, 16 days; to Para, 12 days; to Pernambuco, 16 days; to Santos, 19 days; to Rio, 17 days.

CHILE

Population. 3,870,000.

Capital. Santiago, with a population of 400,000.

Language. Spanish.

Currency. Gold Peso of 100 Centavos = \$0.365 U. S.

Actual currency is paper that averages \$0.22 to the peso.

Weights and Measures. Metric, standard. Spanish "Vara" = 32.91 inches. Spanish "Quintal" = 101.41 pounds.

Postage. Postal Union rates. Parcels post.

Area. 292,341 square miles.

Comparative Area. About four times the size of Nebraska. Would cover our western coast from San Diego, Cal., to middle Alaska with the width of California.

Total Commerce, 1917, \$389,588,610.

PRINCIPAL EXPORTS AND VALUE

(For year 1916)

Values in Chilean pesos of 18d. = \$0.36 U. S.

Animals and animal products... 36,275,511

Agricultural products 16,394,608

Mineral products:

Nitrate of soda 358,613,780

Metallic minerals 86,791,265

Non-metallic minerals 816,307

Manufacturing industries 2,251,945

Chemical products 398,250

Forest products	1,189,389
Business and surplus	927,483
<hr/>	
Total	505,962,916

PRINCIPAL IMPORTS AND VALUE

(Year of 1916)

Animals and products	\$ 5,021,299
Agricultural products	15,277,143
Mineral products	27,059,755
Food products	58,577,916
Lumber products	17,486,856
Paper, etc.	1,596,799
Wines and liquors	2,850,120
Chemicals	27,756,963
Machinery	13,863,822
Metals	20,330,974
Other goods	22,434,778
<hr/>	
Total	222,520,828

Total commerce, pesos	736,105,572
	\$268,678,534

EXPORTS BY COUNTRIES

(1916)

<i>Country</i>	
Great Britain	\$ 48,146,599
Germany .....	.....
United States	92,033,567
France	14,088,499

THE REPUBLICS AND THEIR TRADE 131

Peru	442,076
Argentina	4,491,903
Belgium .....	.....
Holland	2,415,233

Total value\$187,458,432

PRINCIPAL BANKS OF CHILE

Values in Chilean Pesos (of 18d.= \$0.36 U. S.); or in pounds sterling or francs as designated, Year of 1912.

BANKS WITH CAPITAL OF MORE THAN FIVE MILLION PESOS

Chile.	Santiago.
National.	A. Edwards & Co.
Spanish Bank of Chile.	Talca.
Italian.	

With paid up capital of 126,000,000 pesos.

BANKS OF LESS THAN FIVE MILLION PESOS CAPITAL

Concepcion.	Commercial Union.
Curico.	Tacna.
Commercial Curico	Mercantile Tacna.
Punta Arenas.	Osorno & La Union.
Magallanes.	Mulchen.
Nuble.	Constitution.
Llanquihue.	Arauco.
Popular.	

With paid up capital of 14,142,702 pesos in currency and 1,000,000 pesos in gold.

FOREIGN BANKS

Anglo-South American.	Bolivian Mercantile.
London and River Plate.	

With a paid up capital of 15,514,833 pesos currency and 8,267,973 pesos in gold.

SAVINGS BANKS

There are over 100 savings banks with deposits totaling over 50,000,000 pesos gold.

MONEY AND EXCHANGE

The monetary system of Chile is based on the gold dollar or peso of 0,519,103 grammes of $1\frac{1}{2}$ fine or 18d., but the current money in circulation is mainly paper money issued by the government in lieu of gold. The value of this paper currency fluctuates but the government annually allots a certain sum for the increase of a fund for the redemption of all paper money at present in circulation, the redemption to take place in 1915. Paper currency is divided into 100 cts. to the dollar.

At Exchange of 10d. a Chilean peso equals \$0.20 U. S. gold.

At Exchange of 18d. \$1.00 U. S. gold = \$2.77 Chilean.

At Exchange of 18d. one pound sterling = \$13.13 Chilean.

At Exchange of 10d. one pound sterling = \$24.00 Chilean.

RAILWAYS IN OPERATION—FIGURES IN KILOMETRES (1912)

Total kilometres in operation, 1915.....	8,216
State owned completed lines	5,122
Private owned completed lines	3,094

NEW RAILWAYS RECENTLY COMPLETED

Arica-La Paz, length 439 kilometres, cost £2,750,000.

Two sections of Longitudinal Railway; length, north section, 719 kilometres; length, south section, 596 kilometres; cost £10,555,750.

RAILWAYS UNDER CONSTRUCTION

Antuco from Monte Aguila station through Laja Valley to Antuco Pass.

San Martin Transandine Railway from General Cruz station eastward to Riñihue and Pirehueico Lakes across the Andes to Huahan Pass.

OCEANIC TRANSPORTATION LINES

From New York.

West Coast Line. Monthly cargo service between New York and South Pacific ports.

Merchants' Line. Monthly service between New York and South Pacific ports.

From Panama.

Pacific Steam Navigation Co. Fortnightly for passengers and cargo from Panama to Valparaiso.

Compania Sud-Americana de Vapores (Chilean). Weekly passenger and cargo service between Panama and Valparaiso. Weekly service between Valparaiso and Callao in combination with Pacific Steam Navigation Co. from Callao to Panama.

From Europe.

Lampart and Holt Line. Liverpool, Glasgow and Havre.

Toyo Kisen Kaisha. Hongkong.

Gulf Line. Glasgow.

Pacific Steam Navigation Co. Liverpool.

Time of passage from New York to Caldera via Panama, 32 days; to Coquimbo via Panama, 21 days; to Iquiqui via Panama, 20 days; to Valparaiso via Panama, 23 days.

COLOMBIA, UNITED STATES OF

Population. 5,072,104.

Capital. Bogota, with a population of 150,000.

Language. Spanish.

Currency. Gold Dollar = \$1.00 U. S.

Weights and Measures. Metric; standard. Old Spanish "Vara" = 33.38 inches. Old Spanish "Libra" = 1.014 pounds. Old Spanish "Arroba" = 25.36 pounds.

Postage. Postal Union rates. Parcels post. Parcels cannot exceed 2 feet in length or 4 feet in girth.

Area. 438,436 square miles.

Comparative Area. About equal to aggregate area of Germany, France, Holland and Belgium.

Total Commerce, 1916. \$60,576,806.

EXPORTS AND IMPORTS

(1916)

FOREIGN COMMERCE BY COUNTRIES

<i>Country</i>	<i>Imports</i> 1916	<i>Exports</i> 1915
Great Britain	\$ 4,856,606	\$ 3,692,207
United States	13,438,717	21,945,602
Germany .....	.....	.....
France	889,818	253,986
Spain	947,081	419,885
Italy	431,377	236,269
Other countries	519,781	258,349
Total	\$24,083,339	\$28,680,772

PRINCIPAL ARTICLES OF IMPORT, 1915

Cotton cloth	\$ 1,901,045
Rice	800,697
Hardware	726,307
Drugs and medicines	818,942
Cars	127,275
Electrical apparatus	159,343
Wines	146,947
Glassware	249,047
Paper and cardboard	310,270
Petroleum	182,600
Coal	17,225
Hides, skins, leather, etc	227,233
Lumber	34,929
Oils and grease	185,670
Wheat	463,219
Vegetable products	434,216
Perfumes and soaps	99,128
Rubber, celluloid, etc.	41,803
Musical goods	72,995
Bags	331,357
Firearms and ammunition	66,154
Explosives and combustibles	38,419
Live animals	8,822
Silver coin	307,551

PRINCIPAL ARTICLES OF EXPORT TO U. S., 1915

Coffee	\$12,632,829
Bananas	863,483
Rubber	102,339
Ipecac	248,524

Leaf tobacco	\$ 24,338
Gold	921,350
Silver	7,424
Platinum	504,302
Cattle hides	2,079,343
Panama hats	566,683
Panama hats (Sugar)	134,037
Live animals	41,255
Tanning extract	129,046
Other products	66,911

TRANSPORTATION

From New York.

United Fruit Co. To Santa Marta, etc.

Red D. S. S. Co. To Venezuelan ports and thence by
coasting steamers.

Time of passage (via Panama), 9 days.

Time of passage (via Haiti), 10-14 days.

COSTA RICA

Population. 430,701.

Capital. San José, with a population of 30,000.

Language. Spanish.

Currency. Gold. "Colon" of 100 Centavos = \$0.465 U. S.

Weights and Measures. Metric, Standard. Spanish "Vara" = 33 inches; Spanish "Libra" = 1.014 pounds; Spanish "Arroba" = 25.36 pounds.

Postage. Postal Union rates. Parcels post.

Area. 23,000 sq. miles.

Comparative Area. About equal to Vermont, New Hampshire and Rhode Island.

Total Commerce, 1916. \$17,725,097.

PERCENTAGE OF FOREIGN TRADE (1917)

FOREIGN COMMERCE BY COUNTRIES

<i>Country</i>	<i>Imports</i>	<i>Exports</i>
United States	69.48	71.33
Germany .....	.01	....
Great Britain	12.63	21.93
France	2.46	.28
Central America	3.87	.69
Italy	1.50	.15
Spain	2.00	.10
Other countries	1.70	....
	<hr/>	<hr/>
Total	100	100

PRINCIPAL IMPORTS, 1917

Cotton fabrics	\$ 274,590
Rice	154,906
Coffee	81,277
Corn meal	14,966
Drugs	147,366
Electric goods	70,001
Flour	559,289
Wheat	108
Iron pipe	125,945
Lumber	36,411
Lard	125,945
Industrial materials	47,756
Railway Materials:	
Building	489,305
Tobacco	63,175
Cashmere	79,035
Cement	546,910
Industrial oils	16,696
Structural iron	56,078
Leather	83,308
Lumber	36,411
Tools	39,966
Codfish	39,180
Paraffin	99,872
Machinery	77,930

PRINCIPAL ARTICLES OF EXPORT

(1917)

Bananas	4,040,625
Coffee	3,779,747

Gold and silver bars	1,021,629
Woods	287,200
Hides and skins	308,275
Rubber	44,621
Sugar	387,168

TRANSPORTATION

RAILWAYS

There are about 430 miles of railway in actual operation in Costa Rica, all of 3½ ft. gauge. Of this amount 69 miles belongs to the government, 141 miles is the property of the Northern Railway Co., and 217 miles is owned by the Costa Rica Railway Co. The latter line is, however, leased to the Northern so that the entire system of 358 miles with its main terminal at Limon is under one general management. In addition to the main lines, various branch lines have been constructed to reach the largest banana lands. The main line runs from Port Limon on the eastern coast to San José, the capital, a distance of 103 miles and is continued on to Alajuela, 14 miles north of San José. The Pacific Railway extends from San José to Puntarenas on the Pacific Coast, a distance of 70 miles, thus affording through connection by rail between the Atlantic and Pacific coasts of the republic and making the sixth transcontinental railway in the two Americas.

On the line from Limon to San José a daily passenger service is maintained, the trip being made from coast to capital in about six hours, unless delays are occasioned by land slides, as frequently happens. Among the railways under construction is a line extending southward from the Bananito River on the Atlantic Coast near Limon.

There are 16 navigable rivers in the republic, the most important of which is the San Juan which flows along the northern boundary and communicates with Lake Nicaragua.

OCEANIC TRANSPORTATION

From New York.

United Fruit Co. Weekly to Port Limon via Jamaica and Colon.

From Boston.

United Fruit Co. Weekly to Port Limon.

From New Orleans.

United Fruit Co. Weekly to Port Limon.

From Mobile and Galveston.

United Fruit Co. Irregular sailings to Limon.

From San Francisco.

Pacific Mail S. S. Co. Three times a month to Puntarenas.

Time of passage from New York, seven to nine days.

CUBA

Population. 2,627,536.

Capital. Havana, with a population of 319,884.

Language. Spanish.

Currency. None. There is no Cuban currency or paper money. Currency in circulation consists of Spanish Silver, "pesos" = about \$0.60 and subdivisions thereof. United States Currency at par. Spanish Gold "Centen" = \$5.30 (arbitrary). French Gold "Luis" = \$4.24 (arbitrary). Gold Onzas = \$17.00. Gold Escudos = \$4.25. Gold Medio Escudos, = \$2.12½. Gold Medio Luises = \$2.12.

Weights and Measures. Metric, standard. Spanish measures used in retail trade; "Vara" = 33.384 inches, "Arroba" = 25.366 pounds. United States measures also used to some extent.

Postage. Matter for delivery in Cuba same as for United States except that certain articles may be sent subject to Postal Union rates. No parcels post.

Area. 45,881 sq. miles.

Comparative Area. A trifle larger than Pennsylvania, placed on map of United States would reach from New York to Indianapolis with average width equal to New Jersey.

Total Commerce, 1916. \$604,849,629.

EXPORTS AND IMPORTS

Total foreign commerce for 1916.....	\$604,849,629
Imports	248,278,279
Exports	356,571,350

PRINCIPAL EXPORTS, 1916

Mineral products.....	\$ 3,224,826
Sugar	266,743,554
Fruits	2,600,704
Ores	11,167,147
Tobacco leaf	16,156,004
Citrus, etc.....	9,731,509

PRINCIPAL IMPORTS, 1916

Iron and steel	13,036,638
Cotton and manufacturers.....	16,162,979
Wood and products.....	5,934,425
Machinery	26,740,650
Apparatus	10,399,873
Meats	18,427,137
Cereals	26,151,554

PROPORTION OF COMMERCE TO UNITED STATES

	<i>Imports</i>	<i>Exports</i>
United States	72 percent.	75.40 percent.

TRANSPORTATION

RAILWAYS

Cuba is well supplied with railways, the main line of the Cuban Central Railway running the entire distance from Havana to Santiago with branches to all the principal ports on the northern and southern coasts. In addition there are numerous lines connecting Havana with the ports of Matanzas, Batabano, etc., while another line extends to Pinar del Rio with branches to various ports on the coasts.

OCEANIC TRANSPORTATION

From New York.

Ward Line (New York and Cuba Mail S.S. Co.) to Havana, weekly.

Royal Mail Steam Packet Co. to Santiago.

Compania Transatlantica, to Havana.

Monson S.S. Line to north coast ports.

East Coast Line via rail to Key West to Havana.

United Fruit Co. to Santiago.

From Boston.

United Fruit Co. to Havana.

From New Orleans.

Southern Pacific R. R. Line to Havana.

From Mobile.

Munson Line to Havana.

From Galveston.

United Shipping Co.

From Tampa and Miami.

P. & O. Line to Havana.

From Europe.

Royal Mail Steam Packet Co.

Royal Dutch W. I. Line.

Compagnie Generale Transatlantique.

Compania Transatlantica and several other lines.

DOMINICAN REPUBLIC

Population. 795,000.

Capital. Santo Domingo City, with population of 19,000.

Language. Spanish.

Currency. Standard adopted is the gold dollar of United States. Dominican silver "pesos" and subdivisions fluctuate in value.

Weights and Measures. Metric: standard. Dominican "Quintal"=101.4 pounds; Dominican "Vera"=32.91 inches.

Postage. Postal Union rates. No parcels post.

Area. 19,325 sq. miles.

Comparative Area. About two-thirds as large as Maine. About the size of Massachusetts, Vermont and Rhode Island. Nearly twice the size of Belgium.

Total Commerce, 1917. \$39,846,721.

EXPORTS AND IMPORTS FOR 1916

PRINCIPAL IMPORTS AND VALUES

Agricultural implements.....	\$ 121,830
Wheat flour	621,900
Chemicals, drugs, dyes.....	293,072
Cotton manufactures	1,721,534
Fibre manufactures	508,644
Fish and products	309,204
Iron and steel manufactures.....	1,562,367
Leather and manufactures.....	385,518

Malt liquors, bottled	\$ 143,949
Oils	545,284
Paper and manufactures	120,747
Provisions, including meats and dairy products	530,195
Rice	1,080,068
Soap	129,028
Sugar and confectionery	224,583
Vehicles and boats	401,298
Wood and manufactures	295,039
Wool and manufactures	36,696
All other articles	265,707
<hr/>	
Total	\$10,162,698

PRINCIPAL EXPORTS AND VALUES

Cacao	\$ 5,958,669
Coffee	316,827
Hides of cattle	47,833
Honey	476
Molasses	7,562
Sugar	7,671,383
Tobacco, leaf	972,496
Wood:	
Logwood	161,225
Mahogany	1,229
Others	747
Various other articles	1,395

SHIPPING

(1916)

ARRIVALS

	<i>Number</i>	<i>Tonnage</i>
Steamships with cargo.....	274	331,680
Steamships in ballast.....	272	222,071
Sailing ships with cargo.....	139	26,913
Sailing ships in ballast.....	148	8,973
<hr/>		<hr/>
Total	599	405,748

SAILINGS

Steamships with cargo.....	409	477,435
Steamships in ballast	107	72,209
Sailing ships with cargo.....	152	14,635
Sailing ships in ballast	111	16,882

RAILWAYS

There are approximately 150 miles of railway in operation in the republic, in addition to about 225 miles of private estate tramway lines. The longest line, from Samana to La Vega and thence via Moca, is about 100 miles in length. The Dominican Central Railway from Puerta Plata to Santiago and Moca has a total mileage of 62 miles, of which 28 miles lie through broken and very mountainous country.

BANKS

The first national bank organized under Dominican banking laws was opened in 1912, former banking business having been conducted by private bankers and

merchants. The authorised capital of the National Bank is \$2,000,000 American gold, of which \$500,000 was paid in.

COMMERCE BY COUNTRIES, 1915

IMPORTS FROM

United States	\$ 7,361,259
Great Britain	630,923
Germany	95,317
France	93,200
Spain	144,688
Italy	92,869
Cuba	74,619
Porto Rico	376,231
Other countries	249,408
Total	\$ 9,118,514

EXPORTS TO

United States	\$12,044,271
Great Britain	84,366
Germany	5,644
France	189,448
Italy	21,813
Cuba	22,871
Porto Rico	248,921
Other countries	2,591,727
Total	\$15,209,061

STEAMSHIP LINES

From New York.

Clyde West India Line. Twice monthly with cargo passengers and mail.

From Philadelphia.

United Fruit Co. Semi-monthly.

From Porto Rico.

Herera Line to Cuba from St. Thomas; Hamburg-American Line, to Jamaica from St. Thomas; Spanish Line to Cuba from Europe.

Time of Passage from New York to Puerta Plata, 7 days; to Sanchez, 9 days; to San Domingo City, 12 days.

ECUADOR

Population. About 2,000,000.

Capital. Quito, with a population of about 100,000.

Language. Spanish.

Currency. Gold, "Sucre" of 100 Centavos = \$0.487

U. S. Ten Sucres = 1 Condor = Pound sterling.

Weights and Measures. Metric; standard. Old Spanish measures used "Quintal" = 101.4 pounds; "Libra" = 1.014 pounds; "Vara" = 33 inches.

Postage. Postal Union rates. Parcels post; limit of value \$50.00.

Area. 116,000 sq. miles (estimated).

Comparative Area. As large as the whole of New England with New York and New Jersey in addition.

Total Commerce, 1916. \$26,947,183.

EXPORTS AND IMPORTS FOR 1916 TRADE WITH VARIOUS COUNTRIES

<i>Country</i>	<i>Imports</i>	<i>Exports</i>
United States	\$5,363,689	\$ 8,567,527
United Kingdom	2,392,997	3,566,334
Germany	6,279	.....
Australia	29,454	.....
France	389,927	2,181,780
Belgium	530	.....
Italy	257,769	468,069
Spain	493,026	716,066
Peru	153,630	129,784
Chile	71,637	294,257
Holland	24,371	844,389
Total	\$9,346,585	\$17,600,578

PRINCIPAL ARTICLES IMPORTED, 1916

<i>Articles</i>	<i>Sucres</i>
Oils in general	278,398
Live animals	8,949
Arms and ammunition.....	82,408
Food supplies	1,272,568
Boots, shoes and findings.....	361,146
Carriages	164,792
Cement	59,312
Leather	19,056
Drugs	466,136
Hardware	613,580
Matches	18,711
Cordage	265,658
Musical instruments	53,070
Jewellery	103,634
Books	77,144
Crockery and glassware	104,616
Lumber	32,883
Machinery	444,508
Mineral products	266,894
Paper	259,070
Perfumes	253,861
Paints and varnish.....	56,340
Ready-made clothing	536,259
Silk fabrics	39,114
Hats	130,601
Textiles other than silk.....	2,211,219
Vegetables	215,447
Candles	210,418
Wines and liquors.....	237,088

<i>Articles</i>	<i>Sucres</i>
Other goods	307,762
Currency	1,650,000
<hr/>	
Total	\$9,346,585

PRINCIPAL EXPORTS

(1916)

<i>Articles</i>	<i>Sucres</i>
Cacao	12,773,040
Coffee	631,668
Cotton	77
Fresh fruits	11,444
Bananas	22,419
Gold, bars, dust, etc.....	489,125
Panama hats	1,008,980
Mocora straw	17,244
Toquilla straw (for hats).....	13,567
Hides of cattle	490,456
Ivory nuts	1,117,584
Rubber	327,937
Tobacco	4,636
Other goods	195,027
<hr/>	
Total	\$17,600,598

TRANSPORTATION

RAILWAYS

The total extent of railway lines in actual operation in Ecuador is about 400 miles. The Guayaquil and Quito line, which constitutes the greater portion of the total

mileage, completed the construction of its road from Guayaquil to the capital on June 25, 1908, and since then passenger and freight trains have been running regularly. The passenger trains run only during the day and make the trip of 297 miles in two days, whereas formerly it was necessary to make the trip by mules and on foot and the time consumed was from 12 to 15 days. The Machala Railway, owned by the municipality of the city of Machala, extends from Puerto Bolivar to Machala, Pasaje and Guabo, a distance of 19 miles. A line which will traverse a rich mineral district is proposed between Puerto Bolivar and Biblian and will soon be constructed. Another road under construction by a French company extends from the Bay of Caraquez to Quito and passenger service was extended as far as Canton de Chone on November, 1912. The total length of this line will be 186 miles. The route passes through a very fertile region especially adapted to the cultivation of cacao. Still another railway from Cuenca, the third city in the republic, to Huigra is under construction. Several of the rivers are navigable for considerable distances inland and about 20 steamers, as well as numerous sailing vessels, maintain a coast and river service. The Guayas River, at the mouth of which Guayaquil is situated, is navigable for river steamers for 40 miles as far as Bodegas, while smaller vessels can reach Zapotal, 200 miles inland, during the wet season. The Daule River is navigable for 60 miles, the Vinces for 50 miles, while the Amazon, known in Ecuador as the Marañon, is navigable for almost its entire length in the republic and thus one may reach Brazil and the Atlantic from the eastern slopes of the Ecuadorean Andes.

OCEANIC TRANSPORTATION

From New York.

Merchants' Line. Irregularly about once a month for S. A. ports via Straits of Magellan.

West Coast Line. Same itinerary as above.

New York and Pacific S. S. Co. As above.

From Panama.

Pacific Stream Navigation Co. Weekly to West Coast ports.

Compania Sud Americana de Vapores. Weekly to West Coast ports.

Peruvian S. S. Co. Weekly to West Coast ports.

Dock Co. of Callao. Weekly to West Coast ports.

From San Francisco.

Kosmos Line. Fortnightly via West Coast ports.

From Europe.

Gulf Line from Glasgow.

Lamport and Holt Line from Liverpool.

Time of Passage from New York to Guayaquil via Sts. of Magellan, 60 to 75 days; to Guayaquil via Panama 14 days.

From San Francisco to Guayaquil, 24 to 30 days.

GUATEMALA

Population. 2,000,000.

Capital. Guatemala City, with a population of 90,000.

Language. Spanish.

Currency. Peso (gold) = \$0.9642 U. S. currency. Peso, silver, fluctuates in value, the average value being about \$0.45. The common currency in use is paper which is of greatly depreciated value, a peso being equal to about \$0.06 U. S. gold. Peso of 100 centavos = 8 reales of 12½ centavos.

Weights and Measures. Metric; standard. Old Spanish measures in use are "Vara" = 32.87 inches; "Arroba" = 25.36 pounds.

Postage. Postal Union rates. Parcels post.

Area. 48,290 sq. miles.

Comparative Area. About the size of Mississippi.

Total Commerce, 1916. \$17,336,761.

EXPORTS FOR 1916

TRADE WITH VARIOUS COUNTRIES

<i>Country</i>	<i>Exports</i>
United States	\$ 8,668,573
Germany	91,658
Great Britain	86,087
Mexico	72,169
Spain	47,568
Italy	74,932
Holland	947,042

Denmark	35,836
Dutch Honduras	47,647
Total	\$10,617,295
Total commerce	\$17,336,761

PRINCIPAL ARTICLES OF IMPORT, 1917

Cotton textiles and manufactures.....	\$ 2,294,425
Iron and steel manufactures.....	399,609
Food materials	437,687
Railway material	128,170
Wheat flour	1,008,051
Agricultural and industrial machinery.....	157,239
Wines and liquors	77,527
Drugs and medicines	278,263
Silk textiles and manufactures	112,118
Woollen textiles and manufactures	136,940
Linen, hemp and jute manufactures.....	232,737
Petroleum	252,826
Lumber	10,632
Paper and stationers' supplies.....	239,263
Leather manufactures	206,952
Glass, china and crockery	74,800
Manufactures of wood and iron	177,482
Coal	5,322
Lead, tin, copper and metal goods.....	107,958

PRINCIPAL ARTICLES EXPORTED TO UNITED STATES, 1917

Coffee (cleaned)	\$ 5,355,577
Coffee in parchment	74,735
Bananas	990,790
Cattle hides	35,477
Sugar (incomplete)	449,945

Chicle	59,694
Rubber	64,184
Hats	7,373
Honey	14,693
Horns	36
Wool clothing	10,016
Wool	15,698
Broom, root	3,834
Wood carvings	596
Minerals	46,971
Beans	487
Live plants	390
Tobacco	4,347
Shoes	393

TRANSPORTATION

RAILWAYS

Guatemala has some 450 miles of railways in operation, all of which are of 3-foot gauge. There are five lines, as follows: The Verapaz Railway on the eastern coast between Panzos and Pancajche, 28 miles, gives outlet to the rich Verapaz district through Lake Izabel, the Dulce River and Port Livingston. The Guatemala Central, which is the oldest railway in the republic, ran originally from San José on the Pacific to Escuintla and later to Guatemala City. Later it was extended westward to Mazatenango where a few years ago it was joined by the Occidental Railway built from Champerico on the Pacific through Caballo Blanco and Retalhuleu as far as San Felipe. The two roads are now combined and have a total length of 189 miles. The Ocos Railway starts at Ocos on the Pacific and runs parallel to the Suchiate River (the boundary between Guatemala and Mexico) as

far as Ayutla, where it turns east and ends at Vado Ancho. Its length is 23 miles.

The latest railway to be completed extends from Puerto Barrios on the east coast to Guatemala City and thence to San José on the Pacific, thus affording through transportation from coast to coast. The length of this line is 270 miles.

In addition to these lines the Guatemala Railway Company has contracted for a railway from Zacapa to the frontier of Salvador and from that line another road will be extended to Santa Ana, Salvador, where it will connect with the Salvador Railway.

On November 21, 1910, work was commenced on the Guatemala section of the Pan-American Railway which will connect the Guatemala Central Railway at Las Cruces with the Pan-American Railway in the State of Chiapas, Mexico. The length of this section is 38 miles and it is now nearly completed (1913).

OCEANIC TRANSPORTATION

From New York.

Hamburg-American Line (Atlas). Monthly.
United Fruit Co.

From New Orleans.

United Fruit Co.

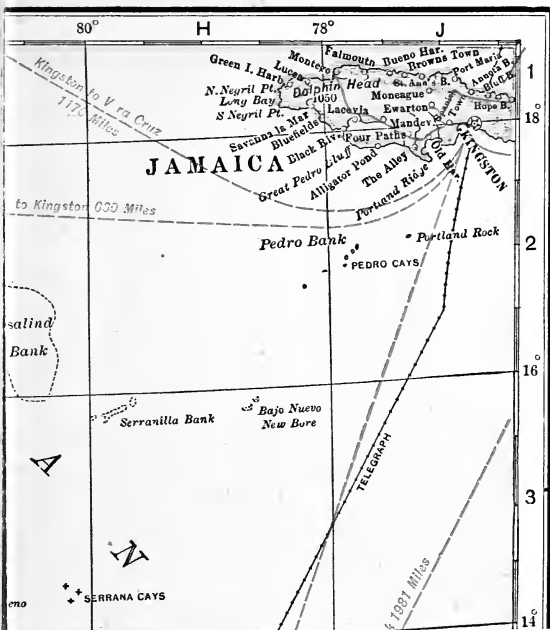
From Mobile.

Orr, Laubenheimer Line.
United Fruit Co.

From San Francisco.

Pacific Mail S. S. Co.
Kosmos Line.

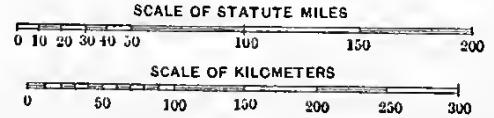
Time of passage from New York to Guatemala City via New Orleans, 7 days; Livingston via New Orleans, 10 days.







CENTRAL AMERICA

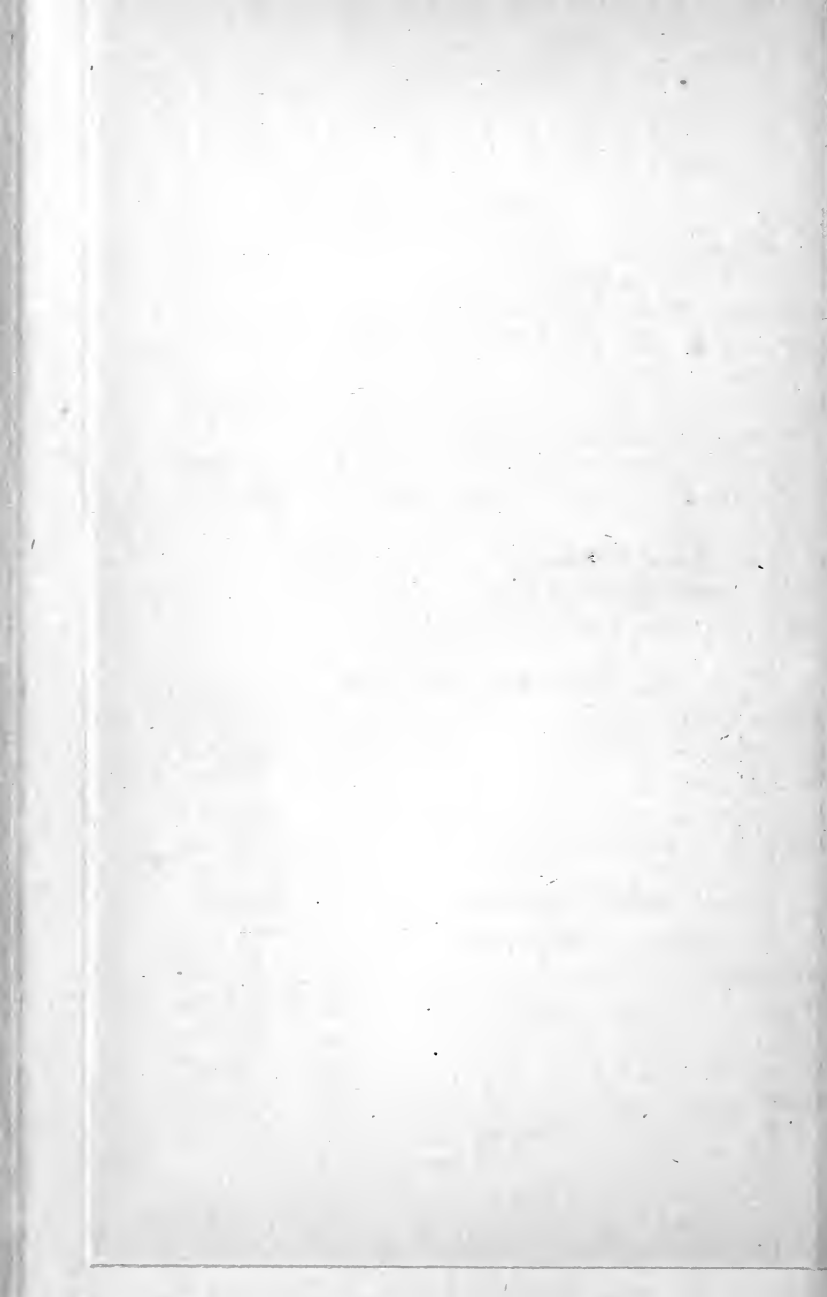


Important towns are shown in heavy face type
Railways are shown thus

L. POATES ENGR'G CO., N.Y.

REVISED, 1913

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HAITI

Population. About 2,100,000.

Capital. Port au Prince, 75,000.

Language. French and French Patois.

Currency. Gold "Gourde" = \$0.25 U. S. U. S. gold current in republic.

Weights and Measures. Metric system, standard. Pounds, tons and gallons used in commerce and statistics. Pound of 500 grams = 1.1023 lbs. avoirdupois is adapted in customs. Ton = 2,000 lbs. Gallon = U. S. gallon.

Postage. Postal Union rates. No parcels post.

Area. About 11,000 sq. miles.

Total Commerce, 1916. \$23,312,000.

IMPORTS BY COUNTRIES, 1916

United States	\$6,381,668
Great Britain	409,811
France	345,190
Germany	338,004
Other countries	138,099

PRINCIPAL ARTICLES OF IMPORT FROM UNITED STATES

Figures of quantities only available

Automobiles	No.	231
Bacon	bbls.	2,284
Bags	No.	630,000
Cocoa	lbs.	12,853
Biscuit	lbs.	21,650

Butter	lbs.	375,702
Candies	lbs.	43,154
Water pipes	ft.	186,082
Cement	bags	35,922
Cheese	lbs.	1,144,748
Codfish	lbs.	1,736,133
Cotton cloth	yds.	4,570,891
Nankinet	lbs.	1,862,040
Drill	yds.	1,390,126
Vaseline	lbs.	115,000
Glass tumblers	dozs.	10,700
Hams	lbs.	74,873
Herrings, smoked	bxs.	82,393
Herrings, pickled	bbls.	17,004
Iron bars	lbs.	211,066
Lard	lbs.	2,236,237
Lumber	ft.	3,061,352
Macaroni	lbs.	79,071
Nails	lbs.	317,166
Oakum	lbs.	32,758
Ochre	lbs.	48,072
Oil, kerosene	gals.	797,014
Oil, cotton-seed	gals.	21,088
Oil, other	gals.	22,015
Oilcloth	yds.	41,940
Paint	lbs.	344,524
Paper:		
Wrapping	reams	623
Tissue	sheets	63,000
Typewriter	reams	5,886
Pork	bbls.	2,410
Rope, manila	lbs.	35,811
Salt	lbs.	6,606

Soap	lbs.	6,539,998
Sugar	lbs.	259,988
Tobacco	lbs.	1,108,109
Cigarettes	No.	789,970
Twine	lbs.	18,931
Wire (bottling)	lbs.	115,000

PRINCIPAL ARTICLES OF EXPORT TO UNITED STATES
(1917)

Beeswax	\$	4,682
Cocoa		19,531
Cocoanuts		1,459
Coffee		466,570
Copper, old		6,697
Cotton		60,235
Cotton-seed oil		3,292
Goat skins		59,508
Hides		15,583
Honey		23,721
Lead, old		1,317
Lignum-vitæ, wood		28,249
Castor beans		92,857
Logwood		110,546
Mahogany		1,077
Sponges		1,267
Tortoise shell		1,457
Total	\$	903,102

OCEAN TRANSPORTATION

From New York.

Royal Dutch West India Line. Mail, passengers and cargo.

Royal Mail Packet Co. Connecting at West Indian ports.

Compagnie Generale Transatlantique. Connecting at West Indian ports.

Compañia Transatlantica. Connecting at West Indian ports.

New York & Porto Rico S. S. Co. To Porto Rico thence by various lines from St. Thomas.

Clyde W. I. Line. To Dominican Republic and thence via several inter-island lines.

From Cuba.

By Herera Line.

Compañia Transatlantica.

Compagnie Generale Transatlantique, etc.

From Europe.

Hamburg-American Line, Royal Mail S. S. Co., Dutch W. I. Mail, Compagnie Generale Transatlantique, Compañia Transatlantica.

From Colon.

Hamburg-American Line and others.

Time of passage from New York to Cape Haitien, 6 days; to Port au Prince, 7 days.

HONDURAS

Population. 650,000.

Capital. Tegucigalpa, 35,000.

Language. Spanish.

Currency. Silver peso = \$0.40 U. S. Peso = 100 centavos or 8 Reales. Real = $12\frac{1}{2}$ centavos = \$0.05 U. S.

Weights and Measures. Metric system, standard. Spanish measures in use are "Vara" = 32.87 inches; "Arroba" = 25.36 pounds.

Postage. Postal Union rates. Parcels post.

Area. 46,250 sq. miles.

Comparative Area. About the size of Pennsylvania.

Total Commerce, 1915. \$9,016,157.

IMPORTS AND EXPORTS

(1916)

Foreign Commerce by Countries

IMPORTS

United States	\$1,417,287
Great Britain	72,252
Germany	67,539
France	67,539
Central America.....	37,402
Spain	15,924
Italy	9,269

EXPORTS, 1915

United States	\$3,041,000
Guatemala	45,000

Germany	703
Great Britain	14,000
Salvador	8,000
Nicaragua	454
Other countries	29,000

Total	\$3,142,157
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PRINCIPAL EXPORTS TO UNITED STATES

(1917)

Copra	\$ 20,792
Deerskins	40,068
Hides	291,472
Plantains	11,158
Gold ore	268,775
Silver	1,277,028
Rubber	26,638
Sugar	414,230
Vegetable products:	
Bananas	3,451,521
Cocoanuts	421,897
Coffee	61,510
Mahogany	2,367
Sarsaparilla	10,464
Other vegetables	9,374

Total	\$6,426,456
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PRINCIPAL IMPORTS AND VALUES, 1915

Cotton cloth	\$ 796,297
Clothing	154,975
Automobiles	29,431

Cutlery	\$ 25,349
Iron bars	278,129
Chemicals	272,313
Timber	635,030
Shoes	202,452
Agricultural tools, etc.....	66,731
Meat products	167,471
Wines	48,370
Arms	37,705
Paper	28,933
Oils, mineral	76,076
Jewelry	28,323
Wire	61,651
Railroad cars	99,034
Wool, cloth	19,856
Dynamite	75,078
Electrical supplies	27,656
Leather goods	16,720
Machinery	281,992
Hats	29,914
Coal	38,387
Wooden furniture	24,464
Candles	48,809
Musical instruments	17,314
Soap	35,218
Vehicles	24,928
Steel cutlery	25,349
Paints	27,944
Confectionery	48,809
Chinaware	14,179
Matches	15,281
Cement	37,016
Musical instruments	17,314

Silk clothing	\$ 19,383
Perfumes	16,380
Dairy products	65,428
Fibres	29,952
Fish	24,600
Fruits	29,383
Glassware	37,570
Tobacco	20,520
Hay	25,937
Rubber goods	12,280
Spices	10,360
Flour	429,109
Thread	27,399
Toys	4,746
Animals	27,918
Mineral water	6,119
Copper goods	25,214

TRANSPORTATION FACILITIES

From New York.

United Fruit Co. Monthly steamers for Puerto Cortes and Tela. These ships carry freight only.

From New Orleans.

Independent Steamship Line (Vaccaro Bros. & Co.). Steamers every Thursday and Saturday for La Ceiba, calling at Island of Roatan and Trujillo as freight offers. Freight, passengers and mail.

Atlantic Fruit Co. Weekly steamers for Puerto Cortes. Freight, passengers and mail.

United Fruit Co. Every Thursday for Puerto Cortes and weekly for La Ceiba and Tela. Freight only.

From Mobile.

The Orr-Laubenheimer Co. S. S. Line. Twice monthly for Punta Gorda. Freight, passengers and mail.

United Fruit Co. Weekly for Puerto Cortes, Tela and La Ceiba. Freight, passengers and mail.

Hubbard-Zemurray S. S. Co. Weekly to Puerto Cortes, Tela and La Ceiba. Freight, passengers and mail.

From San Francisco.

Pacific Mail S. S. Co. Twice a month for Amapala.
Kosmos Line. Monthly to Amapala.

From Seattle.

Merchants' Line (W. R. Grace & Co.) Irregularly twice a month to Amapala.

From Balboa (Panama).

Pacific Mail S. S. Co. Twice monthly for Amapala.

THROUGH BILLS OF LADING BY OTHER LINES

From New York.

Southern Pacific Co. To all Atlantic ports in Honduras via New Orleans.

Panama R. R. Steamship Line. Via Colon, Panama to Amapala.

Hamburg-American Line. Via Colon, Panama to Amapala.

United Fruit Co. Via Colon, Panama to Amapala.

Royal Mail Steam Packet Co. Via Colon, Panama to Amapala.

American-Hawaiian S. S. Co. Via Puerto Mexico, thence by railway to Calina Cruz (Tehuantepec Route), and thence by ship to Amapala.

From European Ports.

Kosmos Line. Direct from South and Central American Pacific ports to Hamburg.

By through bills of lading. Via Colon, and Panama R. R., or via South American ports to Amapala.

No Direct Communication to Atlantic Coast Ports of Honduras.

European merchandise to Atlantic ports of Honduras is shipped via New York or other United States ports and requires seven or eight months to reach its destination after orders are placed, whereas goods ordered in United States arrive in six to eight weeks, thus giving a very great advantage to American exporters.

RAILWAY LINES IN HONDURAS

At present there is no railway from the Pacific Coast to the interior. Amapala, the only Pacific port, is on the Island of Tigre in the Bay of Fonseca, and passengers and merchandise are carried to San Lorenzo by sail-boats and motor-boats. From San Lorenzo to the capital—Tegucigalpa, 94 miles distant—all traffic is over a cart road. This road was originally a splendid automobile highway but has fallen into bad state owing to lack of attention and repair, and freight is carried over it by mule train. At the present time repairs and reconstruction are under way on this road.

On the Atlantic side a railway runs from Puerto Cortes through the Sula Valley to San Pedro and thence inland to La Pimienta, a total distance of 56 miles. At La Ceiba, Vaccaro Bros. maintain about 57 miles of railways in the banana district. There is also a banana line about 5 miles in length at El Porvenir. The Cuyamel

Fruit Co. has a line 12 miles long, the Palmas Plantation Co. a line of 5 miles in length and the Tela Fruit Co. another short line of 4 miles, making a total mileage of about 140. The United Fruit Co. is engaged in railway construction work totalling about 250 miles and concessions have been granted for the construction of various other lines, among them a line to the capital. At the present time Tegucigalpa has the distinction of being one of the few capital cities of the world which is absolutely without railway communication in any direction.

BANKS

The Atlantida Bank at La Ceiba was opened on February 1, 1912. This bank has an authorised capital of \$5,000,000 in gold.

MEXICO

Population, 1915. 15,500,000.

Capital. City of Mexico, with a population of 500,000.

Language. Spanish.

Currency. Peso of 100 centavos = \$0.498 U. S. currency.

Weights and Measures. Metric standard. Old Spanish measures in use are "Libra" = 1.01465 pounds; "Arroba" = 25.366 pounds; "Vara" = 32.992 inches.

Postage. Postage from United States same as interstate rates except for printed matter, samples, etc., which are at Postal Union rates. Parcels post, weight limit 4 lbs. 6 oz. to some places 11 lbs.

Area. 767,097 sq. miles.

Comparative Area. About the size of all Atlantic States from Maine to Florida. Larger than California, Oregon, Washington, Nevada, Arizona, Utah and Idaho combined. More than three times as large as Germany.

Total Commerce, 1915.

NOTE. The figures in regard to Mexico's trade should not be taken as the measure of her trade to-day. No official data on trade conditions have been published since 1912. The statistics are merely given as an aid in comparing the commerce of Mexico with other Latin-American countries.

IMPORTS AND EXPORTS FOR 1911

Proportion of Commerce of Various Countries

<i>Country</i>	<i>Imports</i>	<i>Exports</i>
United States	\$49,212,836	\$112,729,956
Germany	11,922,609	5,158,365
Great Britain	10,753,154	20,099,328
France	7,809,138	4,164,911
Spain	2,950,217	1,180,286
Belgium	1,639,630	3,177,322
Italy	974,731	.....
Austria-Hungary	1,045,399	.....
Switzerland	782,278	.....
Canada	482,289	.....
Holland	272,762	.....
Norway	217,631	.....
Sweden	363,143	.....
Asia	1,523,969	9,096
South America	788,097	33,221
West Indies	81,955	979,005
Africa	55,861	.....
Oceania	51,272	84,909
Central America	49,146	1,078,827
Other countries .....	.....	299,338
Total	\$91,331,155	\$148,994,564

PRINCIPAL IMPORTS

Minerals substances	\$ 23,355,989
Vegetable substances	15,642,782
Machinery and apparatus	11,691,906
Textiles and manufactures of.....	10,640,786
Animal substances	8,233,156

Chemical, drugs, etc.	\$ 6,037,044
Cars, carriages, wagons, etc.	2,300,445
Wines, spirits, etc.	3,372,042
Paper and manufactures	2,560,385
Arms and explosives	2,694,172
Miscellaneous	4,802,448
Total	\$ 91,331,115

PRINCIPAL EXPORTS

Mineral products	\$ 93,103,401
Vegetable products	41,793,475
Animal products	9,930,598
Manufactures	3,301,789
Miscellaneous	865,301
Total	\$148,994,564

TRANSPORTATION

RAILWAYS

There were about 15,260 miles of railway in operation in Mexico in 1912, of which 3,007 are under control of the States. They are divided as follows:

ROADS CONTROLLED BY GOVERNMENT

	<i>Miles</i>
Mexican Central Railway	3,516
National Railroad of Mexico	1,218
Uruapan division (National)	318
Michoacan & Pacific (leased)	57
Hidalgo & Northwestern (National line) ...	152
Total	5,261
Yards, etc.	635

ROADS CONTROLLED BY THE NATIONAL RAILWAYS

Mexican International	917	
Tehuantepec National	220	
Vera Cruz & Isthmus.....	264	
Pan American	297	
Interoceanic	736	
Mexican Southern	282	
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Total	2,716	8,612

INDEPENDENT RAILWAYS

Mexican Railway	340	
Kansas City, Mexico & Orient.....	276	
Mexican Northern	81	
Mexican North Western (controlling the Chihuahua & Pacific; Sierra Madre & Pacific and Rio Grande, Sierra Madre..	366	
Parral & Durango	65	
Potosi & Rio Verde	40	
Southern Pacific	1,195	
Vera Cruz Railways	45	
United Railways of Yucatan	503	
Various local and mining roads, State rail- ways, sidings and electric railways....	3,737	
<hr/>		
Total	6,648	6,648
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Total mileage	15,260	

OCEANIC TRANSPORTATION

Lines of steamships too numerous to mention connect all principal ports of United States and Europe with the Atlantic and Pacific ports of Mexico.

Time of passage from New York to Guaymas via railroad, 6 days; to Magdalena Bay via San Francisco, 10 days; to Mazatlan via San Francisco, 10 days; to Mexico City via railroad, 5 days; to Vera Cruz via railroad, 6 days; to Vera Cruz via steamship, 8 days.

NICARAGUA

Population, (estimated). 700,000.

Capital. Managua, with a population of 34,872.

Language. Spanish.

Currency. Cordoba (gold) = \$1.00 U. S. currency.

Silver peso of 100 centavos = \$0.40 U. S.

Weights and Measures. Metric, legal. Old Spanish measures in use are "Vara" = 33 inches; "Arroba" = 25.36 pounds.

Postage. Postal Union rates. Parcels post.

Area. 49,200 sq. miles.

Comparative Area. About the size of New York State.

Total Commerce, 1917. \$12,368,224

IMPORTS AND EXPORTS FOR 1915

COMMERCE BY PRINCIPAL COUNTRIES

<i>Country</i>	<i>Imports</i>	<i>Exports</i>
United States	\$2,592,799	\$3,079,810
Great Britain	302,294	438,500
Germany	36,960	.....
France	138,218	600,684
Italy	43,962	274,312
China	196	12,766
Salvador	3,059	10,134
Spain	20,247	35,217
Guatemala	914	3,623
Japan	136	.....
Honduras	2,106	17,438
Costa Rica	4,030	6,571

<i>Country</i>	<i>Imports</i>	<i>Exports</i>
Other countries of America..	\$9,102	\$23,829
Other countries of Europe..	5,195	64,318
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Total	\$3,159,218	\$4,567,202

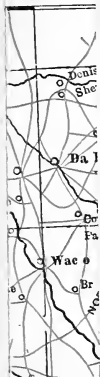
PRINCIPAL IMPORTS, 1917

Cotton cloth	\$1,412,263
Wheat flour	400,322
Cement	20,621
Clothing	220,585
Machinery	457,910
Woollen cloth	34,787
Paper and manufactures	78,628
Petroleum	101,495
Boots and shoes	113,023
Rice	180,807
Drugs, chemicals, etc.	501,561
Silk cloth	24,237
Dynamite	70,673

PRINCIPAL EXPORTS

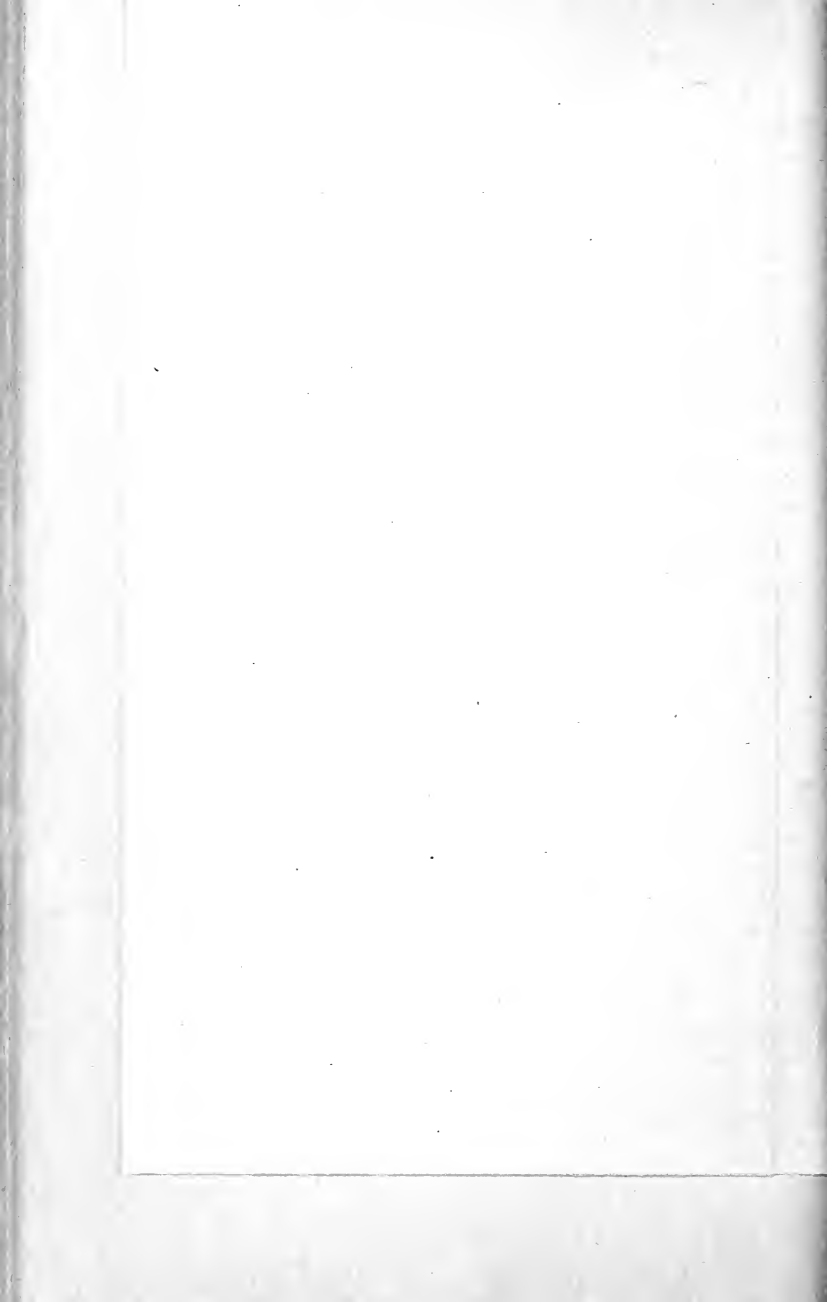
Coffee	\$1,143,311.00
Gold	925,628.00
Bananas	479,927.00
Hides and skins	460,738.00
Rubber	258,706.00
Mahogany	1,199,125.00
Sugar	231,796.00
Cotton	18,959.00
Dyewoods and dyes	6,544.00
Silver	240,992.00
Cocoanuts	29,016.00
Cacao	43,861.00

97° Greenwich









Turtles	\$7,254.00
Lard	11,702.00
Poultry	5,410.60
Corn	36,076.00
Cheese	2,438.00
Leather and saddlery	1,119.00
Beans	6,794.00
Indigo	7,794.00
Copper	9,698.00
Re-exports	21,007.00
Animals	2,293.00

TRANSPORTATION

RAILWAYS

The National Railroad of Nicaragua is the only line operating in the republic, and with its several branches totals 171 miles in length. The road starts at Corinto on the Pacific and extends northwesterly for 12 miles to Chinandega and thence southeasterly to Leon, Managua, Masaya, Granada and Diriamba. About 20 miles of the southeastern section penetrates a rich coffee-growing district of mountainous character, but with this exception the country traversed is fairly low and unbroken and is mainly devoted to stock raising and agriculture. In addition to this line there are some 29 miles of private roads on the Atlantic Coast and some 3 or 4 miles of private tramways on the west side of Lake Nicaragua. There are numerous rivers in Nicaragua which are navigable, the most important being the San Juan, with a total length of 140 miles and which connects the Atlantic Ocean with Lake Nicaragua. A regular steamer service is maintained on the San Juan between San Juan del Norte at its mouth and the city of Granada, Lake

Nicaragua. The San Juan is navigable for 120 miles. The longest river is the Coco or Segovia, known also as the Somoro, Cabrugal, Cadrullal, Yoro, Yare, Portillo, Liso, Tabacac, Encuentro, Pantasma, Gracias, Cape, Hervias, Wanks and Yankes River, according to the various sections through which it flows. It is 300 miles in length and is navigable for 240 miles for light draught vessels and for 130 miles for those of deep draught. The Rama River is navigable as far as Rama 40 miles inland and Lake Nicaragua is navigable for large vessels. Lake Managua, but a short distance from Lake Nicaragua, is connected with it by the Tipitapa River. This lake is 38 miles long by 10 to 16 in width and is navigable,

OCEANIC TRANSPORTATION

From New York.

No direct connections. Southern Pacific Co. (Morgan Line) accepts freight via New Orleans.

From New Orleans.

United Fruit Co. Every other Thursday for Bluefields.

Bluefields Fruit & Steamship Co. Every Saturday for Bluefields and semi-monthly for Cape Gracias a Dios.

From Panama.

Panama R. R. S. S. Co. accepts freight via Colon and Panama.

Royal Mail Steam Packet Co. as above.

From San Francisco.

Pacific Mail S. S. Co. Twice monthly for Pacific ports.

Time of passage from New York to Bluefields via New Orleans, 12 days.

PANAMA

Population, 1918. 375,000.

Capital. Panama, with a population of 37,505.

Language. Spanish and English.

Currency. Gold, Balboa = \$1.00 U. S. currency; silver, peso = \$0.50 U. S. currency.

Weights and Measures. Metric system, standard. American weights and measures also used.

Postage. Same as for interstate postage except for printed matter, samples, etc., which come under Postal Union rates. No parcels post.

Area. 32,380 sq. miles.

Comparative Area. About four times the size of Belgium or twice the size of Vermont and New Hampshire combined.

Total Commerce, 1917. \$14,847,346.

IMPORTS AND EXPORTS, 1917

COMMERCE BY COUNTRIES

<i>Country</i>	<i>Imports</i>	<i>Exports</i>
United States	\$7,063,310	\$5,527,913
Great Britain	888,365	7,712
Germany .....	.....	.....
France	133,031	.....
China	400,764	.....
Spain	81,971	359
Japan	170,478	.....
Italy .....	.....	400
Denmark	129,445	.....

<i>Country</i>	<i>Imports</i>	<i>Exports</i>
Austria-Hungary .....		.....
Jamaica	\$82,201	.....
Sweden	36,889	.....
Other countries	29,657	.....
Total	\$9,223,170	\$5,621,176

PRINCIPAL ARTICLES IMPORTED FROM UNITED STATES, 1917

Wheat	\$ 398,000
Textile	374,000
Shoes	393,000
Tobacco	52,000
Clothing	180,000
Chemicals and drugs	215,000
Gasoline	89,000
Paper and manufactures	123,000
Oils	91,000
Automobiles	63,000
Wire	60,000

PRINCIPAL ARTICLES EXPORTED TO UNITED STATES, 1917

Cocanuts	\$ 707,637
Hides	332,512
Bananas	2,467,442

TRANSPORTATION

RAILWAYS

In addition to the Transisthmian Railway from Colon to Panama which is 48 miles in length, there is a branch line to Balboa 3 miles long and in the vicinity of Bocas del Toro there are 151 miles of track mainly used for the banana industry. The total mileage of railways in the republic is about 202.

OCEANIC TRANSPORTATION

From New York.

United Fruit Co. Panama R. R. Co.

From New Orleans.

United Fruit Co.

Time of passage from New York, 6 days. From New Orleans, 5 days.

PARAGUAY

Population, 1918. 800,000.

Capital. Asuncion, with a population of 84,000.

Language. Spanish, but the Guarani Indian is widely spoken among the lower classes while French is spoken by the majority of merchants and educated natives.

Currency. Inconvertible paper, the basis for which is the Argentine gold peso valued at \$0.965 U. S. The number of Paraguayan paper pesos required to equal a gold peso varies from 8 to 14.

Weights and Measures. Metric system obligatory.

Postage. Postal Union rates. No parcels post.

Area. 196,000 sq. miles.

Comparative Area. About four times the size of Indiana or nearly the size of Spain.

Total Commerce, 1916. \$8,353,171.

IMPORTS AND EXPORTS, 1916

COMMERCE BY VARIOUS COUNTRIES

<i>Country</i>	<i>Imports</i>	<i>Exports</i>
Great Britain	\$1,799,007	\$ 80,026
Germany	32,135	.....
Argentina	1,601,102	3,575,121
France	72,983	129,919
Spain	180,623	372,598
United States	582,136	234,317
Italy	264,158	146,193
Belgium	2,420	.....
Austria-Hungary .....	.....	.....

<i>Country</i>	<i>Imports</i>	<i>Exports</i>
Brazil	\$ 35,906	\$ 15,716
Uruguay	52,280	229,284
Other countries	24,814	1,187
<hr/>		<hr/>
Total	\$4,679,033	\$4,861,677

PRINCIPAL IMPORTS, 1916

Textiles	\$1,927,398
Foodstuffs	1,068,851
Hardware	773,814
Wines, spirits, etc.	146,537
Drugs and chemicals	165,458
Ready-made clothing	158,366
Hats	31,944
Firearms and ammunition	11,663
Glass and chinaware	21,903
Dry goods	202,327
Miscellaneous	225
<hr/>	
Total	\$4,179,033

PRINCIPAL EXPORTS, 1915

<i>Article</i>	<i>Quantity</i>
Dried beef	lbs. 2,363,805
Beef extract	lbs. 10,500
Quebracho extract	metric tons 20,138
Hides	number 286,277
Horns	cwt. 5,002
Oranges	number doz. 216,996,750
Pineapples	doz. 6,180
Timber, logs, rough.....	metric tons 806,167
Peanuts	lbs. 224,096

<i>Article</i>	<i>Quantity</i>
Bananas	bunches 62,904
Quebracho wood	metric tons 2,555
Tobacco	lbs. 15,749,344
Yerba	lbs. 10,360,269
Tallow	lbs. 657,401

TRANSPORTATION

RAILWAYS

The only railway in operation in Paraguay is the Paraguay Central, 232 miles in length. Paraguay is practically dependent upon its numerous waterways for transportation. The republic lies between the Paraguay and Parana Rivers which join at or near Curupaiti at the extreme southern end of the republic and together with the Uruguay River form the great Rio de la Plata, one of the largest rivers in the world.

The Parana River has a total length of 2,043 miles from its source in the Goyaz Mountains in Brazil to its junction with the Uruguay and is navigable for vessels of 12-foot draft as far as Corrientes, a distance of 676 miles. Beyond this it is navigable for small vessels a distance of 600 miles to the Guayra Falls.

The Paraguay River is navigable for vessels of 12-foot draft as far as Asuncion and Villa Concepcion and beyond that for smaller vessels for a total distance of 1,800 miles.

OCEANIC TRANSPORTATION

No oceanic connection. The regular route is from Buenos Aires or Montevideo, up the La Plata, Parana, and Paraguay Rivers to Asuncion. There is also an all-rail route from Buenos Aires with through trains which make the trip in 56 hours.

PERU

Population. 4,500,000 of which about 50 per cent. are Indians and only about 15 per cent. white.

Capital. Lima, with population of 38,403.

Language. Spanish. Quechua Indian in use in many districts.

Currency. Libra or Peruvian pound = pound sterling = \$4.8665 U. S. Libra = 10 soles, sol = 100 centavos.

Weights and Measures. Metric standard. In retail trade the Spanish measures are used as follows:
 "Vara" = 32.91 inches, "Arroba" = 25.36 pounds,
 "Libra" = 1.014 pounds.

Postage. Postal Union rates. Parcels post.

Area. 679,600 sq. miles.

Comparative Area. Would cover all Atlantic States from Maine to Georgia. Equal to area of California, Oregon, Washington, Nevada, Arizona, Utah and Idaho combined. About the size of France, Germany, Spain, Portugal and Ireland combined.

Total Commerce, 1916. \$122,753,634.

EXPORTS AND IMPORTS

PROPORTION OF TRADE OF VARIOUS COUNTRIES, 1916

<i>Country</i>	<i>Imports</i>	<i>Exports</i>
Great Britain	\$ 7,281,768	\$14,413,803
United States	24,871,030	50,632,694
Germany	60,614	.....
Belgium	59,475	.....
France	955,123	481,050

<i>Country</i>	<i>Imports</i>	<i>Exports</i>
Italy	\$ 1,154,565	\$ 50,363
Portugal	53,028	.....
Holland	113,591	.....
Austria .....	.....	.....
Chile	1,454,955	8,608,259
Australia	1,145,657	724,129
China (Hong Kong)....	1,469,265	.....
Bolivia .....	.....	1,476,749
Spain	827,883	39,512
Ecuador	177,145	141,767
Cuba	96,581	.....
Africa	1,286	28,636
Japan	416,075	64,404
Colombia	28,192	14,315
Panama	43,183	.....
Brazil	77,528	630,596
Uruguay	26,488	.....
Costa Rica	6,794	97
Argentine .....	.....	362,350
Salvador	13,478	.....
Other countries	388,327	639,155
Total	\$42,256,551	\$80,497,083

PRINCIPAL EXPORTS FOR YEAR 1916

Their Value in U. S. Currency

Cotton	\$8,092,859
Gums	3,916,791
Hides	964,436

Minerals:

Gold	\$ 3,631
Silver	114,270
Copper	26,974,636
Lead	332,840
Petroleum and products	1,773,116
Sugar, granulated	17,028,555
Wool	2,567,896

OTHER EXPORTS

Aigrettes	\$ 10,536
Beans, lima	107,598
Alfalfa seed	20,157
Ivory, nuts	126,252
Peas	20,341
Cattle	203,566
Antimony	88,523
Salt	18,824
Cocaina	79,599
Coca leaves	125,502
Cocoa bean	10,594
Coffee	34,260
Copper, ores	652,773
Fruits	70,491
Mineral oil	36,647
Hats (straw)	253,461
Honey	7,144
Oil, olive	6,754
Onions	16,823
Peppers	64,666
Rice	532,444
Rubber	3,391,459

Tallow	13,140
Roots	9,875
Wool, alpaca	2,710,485
Wool, sheep	1,251,800
Tubers and edible roots	4,603
Tungsten	1,072,880
Vanadium	1,123,192

PRINCIPAL IMPORTS AND VALUES
(1916)

Alum	\$ 29,710
Agricultural machinery	401,812
Ammunition	310,819
Alcoholic drinks	192,908
Barley	67,164
Beds and furniture	60,403
Boats	23,072
Books	151,343
Bricks	46,976
Bullion and currency	4,617,651
Butter	69,270
Buttons	37,127
Cane, cukes	39,088
Cast-iron pipe	354,188
Carbonate and caustic soda	11,693
Cheese	34,649
Cloth	4,267,463
Clothing	17,401
Coal	1,803,904
Collars	51,940
Colouring materials	64,685
Corks	63,771
Condensed milk	140,306

Bags	\$1,620,287
Crockery	155,484
Drugs and medicines	87,514
Dynamite and exploisves	755,811
Electrical apparatus	228,351
Enamelled-iron ware	87,986
Fireworks	30,260
Flour	248,700
Foundry machinery	894,613
Glass bottles	63,771
Glassware	71,703
Underwear	234,809
Grain	256,319
Hats	197,798
Handkerchiefs	21,270
Hides and skins	27,270
Iron beams and plates.....	60,129
Iron telegraph-posts	6,688
Jewellery	48,743
Laces	12,751
Lard	71,592
Lime	104,912
Locomotives and automobiles.....	112,022
Macaroni	20,250
Manure and saltpetre	155,927
Machinery, various	894,613
Olive and edible oils	136,067
Oil, industrial	1,293,238
Paints and varnishes	230,961
Paper	724,627
Parafine and stearine.....	389,787
Perfumery	363,158
Pickles	44,426

Portland cement	\$ 969,473
Pumps for mines and irrigation	75,917
Quinine	90,746
Refined sugar	27,739
Ribbons	30,420
Rice	572,921
Rubber goods	92,317
Sofas and chairs	77,329
Sardines	43,190
Scales	22,935
Shoes	450,000
Shoe polishes	67,343
Sleepers	14,259
Soaps	182,562
Spirituos liquors	62,171
Steel plates and beams	126,792
Sweets	127,560
Tea	511,119
Thread	465,529
Tin	269,770
Tobacco	152,964
Tools	327,379
Toys	56,685
Wines	219,941
Wire	130,709
Wire nails	94,201
Wood and lumber	1,388,408
Woollen yarn	14,911

TRANSPORTATION

RAILWAYS

There are 1,718 miles of railways in operation in Peru, of which 1,300 miles are of standard gauge, the balance

being narrow gauge. The Peruvian roads are to large extent under government ownership and about 1,120 miles or 65 per cent. are operated by the Peruvian Company, Limited. This company also owns and operates a line of steamers on Lake Titicaca and by the purchase of the Gauqui-LaPaz R. R. in Bolivia it established a through route between Mollendo on the Pacific Coast and the capital of Bolivia, the time required to make the trip between these two points being reduced to 48 hours.

Aside from its railway system Peru has numerous interior waterways with an aggregate of 3,000 to 4,000 miles navigable for vessels of from 8 to 20 feet draught. The Port of Iquitos on the upper Amazon is the principal inland port and can be reached in 26 to 28 days by steamer from New York. The majority of Peru's navigable rivers are on the eastern side of the Andes; the upper Amazon, or as it is known in Peru, the Marañon, forms an extensive river system, the Amazon being navigable its entire length in Brazil and Peru. Several steamship companies maintain a regular service on the Amazon and its branches as far as the port of Mayro, only 325 miles from Lima.

OCEANIC TRANSPORTATION

From New York.

Merchants' Line. To all West Coast ports monthly.

West Coast Line. To all West Coast ports monthly.

Pacific Steam Navigation Co. To all West Coast ports monthly.

From Panama.

Compania Sud Americana de Vapores (Chilean).
Weekly via Guayaquil, etc.

From San Francisco.

Steamers sail about every ten days for all Pacific ports.

Time of passage from New York to Arica via Panama, 20 days; to Callao via Panama, 15 days; to Mollendo via Panama, 20 days; to Payta via Panama, 15 days.

SALVADOR

Population. 1,700,000.

Capital. San Salvador, with a population of 60,000.

Language. Spanish.

Currency. Silver peso = \$0.44 U. S. currency. Peso = 100 centavos.

Weights and Measures. Metric; standard. Old Spanish measures in use are "Vara" = 33 inches, "Arroba" = 25.36 pounds.

Postage. Postal Union rates. Parcels post.

Area. 7,225 sq. miles.

Comparative Area. About the size of New Jersey.

Total Commerce, 1914. \$15,755,119.

IMPORTS AND EXPORTS (1914)

COMMERCE BY VARIOUS COUNTRIES

<i>Country</i>	<i>Imports</i>	<i>Exports</i>
United States	\$2,027,732	\$2,662,168
Great Britain	1,283,636	595,528
Germany	484,796	2,614,350
France	298,285	1,559,639
Italy	234,263	1,087,511
Mexico	29,787	280
Belgium	138,384	7,015
Spain	106,580	115,369
China	48,194	.....
Netherlands	92,680	332,217
Japan	97,413	.....

<i>Country</i>	<i>Imports</i>	<i>Exports</i>
Ecuador	\$ 1,051	\$ 21,620
Austria-Hungary		809,015
Other countries	23,094	.....
<hr/>		
Total	\$4,958,624	\$10,796,495
Total commerce		\$15,755,119

PRINCIPAL ARTICLES OF IMPORT TO UNITED STATES, 1914

Cotton cloth and manufactures	\$ 460,798
Hardware	139,043
Drugs and medicines	89,817
Flour	325,252
Hats and Caps	1,352
Cotton thread	1,693
Machinery	161,313
Wines, etc.	26,470
Leather	178,025
Woollen goods	970
Provisions	52,437
Silk fabrics, etc.	2,281
Petroleum	29,156
Miscellaneous	539,045

PRINCIPAL ARTICLES EXPORTED TO ALL COUNTRIES, 1914

Coffee	\$9,017,660
Gold and silver	9,643
Metals	1,365,800
Sugar	83,651
Indigo	98,861
Balsam	82,720
Hides of cattle	48,660

Rubber	\$ 5,594
Tobacco	20,543
Rice	10,983

TRANSPORTATION

RAILWAYS

There is a railway connecting the most important port, Acajutla, with San Salvador, the capital, 65 miles distant, with a branch line 25 miles in length to Santa Ana. San Salvador is also connected with Santa Tecla by a line 9 miles long. Work is being pushed on the line of the International Railways of Central America which is being constructed from La Union, Salvador, to Guatemala where it will join the system and ultimately afford through transportation from Mexico and the Atlantic Coast. The track has been laid as far as Usulután. The railway between San Salvador and La Libertad will soon be opened to traffic, thus opening up a very important section of the republic.

OCEANIC TRANSPORTATION

Salvador is only reached from the Atlantic coast of Central America by crossing Guatemala by rail from Puerto Barrios to San José and thence by boat to Acajutla or other Pacific ports. From Honduras boats ply between Amapala and La Union. The western ports may also be reached by way of Panama. From Guatemala there are also two wagon roads, one from Santa Maria and the other from Zacapa, both leading to Santa Ana, the largest frontier town in Salvador.

URUGUAY

Population. 1917. 1,378,000.

Capital. Montevideo, with a population of 350,000.

Language. Spanish.

Currency. Peso of 100 centissimos = \$1.034 U. S. There is no coinage of gold and foreign coins circulate at their value. In converting American money to Uruguayan it is customary to figure the value of the dollar at 98 centissimos.

Weights and Measures. Metric system obligatory.

Postage. Postal Union rates. Parcels post. Parcels cannot be registered.

Area. 72,210 sq. miles.

Comparative Area. Larger than New York and West Virginia combined. Larger than North Dakota. Twice the size of Portugal. The smallest of South American republics.

Total Commerce, 1916. 102,143,640 pesos.

OCEAN SHIPPING

(1913)

	<i>No. of vessels</i>	<i>Tonnage</i>
Sailing ships	7,058	
Steamships	9,298	Total 15,143,592

(Commerce by countries not available)

PRINCIPAL EXPORTS AND VALUES, 1916

Agricultural products.....	\$ 1,502,109
Animal products	73,367,695

THE REPUBLICS AND THEIR TRADE 197

Mineral products	\$ 492,552
Animals	2,371,704
Bones and bone-ash	147,869
Bristles	247,930
Residues	162,909
Flour	551,457
Grains and seeds	913,820
Fruits and Vegetables	22,676
Forage	13,198
Hides, dry	18,496,445
Metals	2,099
Stones	161,659
Earths	328,794
Hunting products	72,370
Fishing products	25,828
Meats and extracts	27,471,522
Salt	2,925
Miscellaneous	628,914
Fats	1,057,041
Wool	23,401,384
<hr/>	
Total value	\$76,382,043

PRINCIPAL IMPORTS AND VALUES, 1915

Alcohol	\$ 44,394
Beans	43,580
Cement	20,712
Charcoal	76,213
Coal	1,321,431
Coffee	314,062
Corn	232,916
Drugs	915,994

Dry goods	\$ 983,862
Electrical apparatus	70,153
Foodstuffs	1,642,086
Fruits and vegetables	250,377
Hardware	1,281,971
Lumber	437,427
Cattle	856,771
Machinery	129,547
Medicines	124,207
Salt	35,551
Shoes	171,858
Sugar	1,543,131
Cotton cloth	1,400,841
Wheat	26,979
Yerba maté	815,937

TRANSPORTATION

Uruguay is only accessible from the sea by the Rio de la Plata (River Plate) and the Uruguay River. Its principal port and great commercial centre is Montevideo, the capital, at the mouth of the Rio de la Plata. Other ports on the Atlantic are Maldonado and La Paloma. There is a regular night service maintained by modern and elegant steamers between Buenos Aires and Montevideo across the River Plate and daylight runs are frequently made. There is also regular connection between Colonia and Buenos Aires in connection with the railway to Montevideo.

With Brazil there is railway connection over three lines, one running along the Uruguay River and connecting with the railway which crosses the State of Rio Grande do Sul at Uruguayana. The others touch the Brazilian frontier and will be eventually carried through

to important towns. Connection is also maintained by steamer with Brazilian interior ports on the River Plate, Parana and Uruguay Rivers and by coasting steamers from Montevideo to Rio Grande do Sul and Rio de Janeiro.

STEAMSHIP LINES

From New York.

Lamport and Holt Line. Twice monthly to Montevideo via Brazil.

Brazil Line. Semi-monthly to Montevideo via Brazil.

RAILWAYS

There are 1,540 miles of railway in operation in Uruguay, all but 36 miles of which are of standard gauge. Of these, 780 miles are under state guaranty. In addition there are 341 miles prospected and under construction. The excellent and extensive river system of the republic provides the country with over 700 miles of navigable rivers so that lack of railways is not felt. The Uruguay River is navigable for vessels of 14-foot draught as far as Paysandu and further for vessels of 9-foot draught. The Rio Negro is navigable for ocean steamships as far as Mercedes, while many other streams are navigable for shorter distances.

VENEZUELA

Population. 2,830,771.

Capital. Caracas, with a population of 73,000.

Language. Spanish.

Currency. Bolivar of 100 centimos = \$0.193 U. S. currency. There are three monetary standards in use in Venezuela as follows: Bolivar, based on a value of 19.3 cents U. S., and used by the government and as a standard. Peso Fuerte or "dollar," commonly called "fuertes." Merely a unit of account, the fuerte being equal to 5 bolivars or 10 reales. Peso Macquina, commonly called "peso," a unit of account equal to 4 bolivars or 80 centavos and divided into 8 reales.

Weights and Measures. Metric, legal. Spanish measures in use are "Vara" = 33.38 inches, "Arroba" = 25.402 pounds.

Percentage. Postal Union rates. Parcels post.

Area. 393,976 sq. miles.

Area. About twice the size of Texas with the addition of Kentucky and Tennessee. Larger than Sweden, Holland, Belgium, Denmark, Portugal and Switzerland combined. Larger than Germany, Great Britain, Portugal, Denmark and Holland combined. Nearly as large as France and Spain together. Larger than the whole of Austria-Hungary.

Total Commerce, 1916. \$43,341,000.

IMPORTS AND EXPORTS
1916, in Bolivars = .193
COMMERCE BY COUNTRIES

<i>Country</i>	<i>Imports</i>	<i>Exports</i>
United States	67,143,666	61,117,983
Great Britain	23,116,999	2,786,543
Germany .....	.....	.....
France	5,145,100	22,418,088
Holland	1,299,122	3,296,851
Spain	5,996,237	10,429,477
Italy	2,174,800	2,419,225
Trinidad	873,127	4,074,352

PRINCIPAL IMPORTS, 1916

Cotton cloths	\$4,171,641
Flour	1,201,163
Medicines and drugs.....	738,000
Rice	423,081
Butter	182,111
Wines	268,868
Machinery	658,167
Sewing, knitting and other threads.....	576,696
Kerosene	151,821
Iron manufactures	17,738

PRINCIPAL EXPORTS

Values in Bolivars = \$0.193 U. S. Currency

Coffee	54,638
Cacao	22,043,790
Balata	2,936,057
Cattle hides	8,706,454
Gold	9,278,001

Skins	3,202,836
Rubber	728,736
Aigrettes	1,422,399
Asphalt	1,386,184
Copper ore	1,744,615
Beef cattle	1,516,161
Divi-divi	684,165
Raw sugar	3,461,860
Tonka beans	72,569
Fertilizer	162,812
Leather	903,943
Sea salt, pearl sheel.....	16,311
Tobacco	451,359
Pearl	861,253
Wood	210,174
Meat, frozen	1,670,080
Feathers	529,644

TRANSPORTATION

RAILROADS

The total length of railways in actual operation in Venezuela is about 535 miles, consisting of 12 different lines with an invested capital of over \$40,000,000.

There are several points along the coast from which railways extend into the interior, but only in one locality have these lines been connected. In the extreme west there are three lines approaching Lake Maracaibo, but they are independent and penetrate quite different areas of the country.

Along the coast there are several short lines, but the only place where extensive development has taken place is near the capital, Caracas, and the best settled portion of the country. From the two principal ports on the

Caribbean Sea, La Guaira and Puerto Cabello, railways pass to the interior, one to Caracas and the other to Valencia, and between these two towns another railway has been built.

The waterways of Venezuela are very important, there being 70 navigable rivers with a total navigable length of 6,000 miles in the republic. The largest of these, the Orinoco, furnishes 4,000 miles of navigable waters. A regular steamship service is maintained on the Orinoco. Apure and Portuguesa, between Ciudad Bolivar and the interior. Ocean going ships enter Lake Maracaibo which covers an area of 8,000 square miles and is navigable for its entirety. Lake Valencia is also navigable for small steamers.

OCEANIC TRANSPORTATION

From New York.

Red "D" Line. Weekly to La Guaira, Puerto Cabello, Maracaibo, etc., via Porto Rico.

Trinidad Line. Monthly to Ciudad Bolivar via Trinidad.

Royal Dutch W. I. Mail S. S. Co. To Puerto Cabello, La Guaira, etc. Hamburg-American Line.

From New Orleans.

Seeborg S. S. Co. To Maracaibo, Puerto Cabello, La Guaira, etc.

From Europe.

Various lines both direct and via West Indian ports.

Time of passage from New York to La Guaira, 8 to 10 days; Ciudad Bolivar, 11 days; Puerto Cabello, 12 days; Maracaibo, 14 days.

CHAPTER IX

COMMERCE AND TRADE

THE following tables and statistics concerning the various countries of Latin America will serve as a guide as to the amount of business carried on, or rather that has been carried on, by the various republics.

In many cases it has been practically impossible to obtain very accurate details and in other instances the latest available statistics are several years old. The figures furnished for Mexico should not be used in judging the commerce of that unfortunate country at the present time, although the civil war has not affected the commerce of Mexico as much as one would expect, but the data will serve as a guide in comparing Mexico's past commerce with that of the other Latin-American countries.

The tables have been prepared with the greatest care from data furnished by the various consuls general or other officials and, while not complete, are accurate as far as they go. The tables

showing the proportion of trade of various countries are only intended to cover those nations controlling the bulk of trade, in order to show the relative proportion of trade falling to the share of the United States as compared with the European powers. In every case the figures given are in round numbers and unless otherwise specified are given in United States currency.

The population, national debts, per capita debt and per capita commerce of the various countries are important items when considering trade conditions and while necessarily incomplete these tables will, it is believed, be found both valuable and interesting. The figures given are in some cases merely approximate, as in many of the republics no recent census has been taken and in all of them an accurate census is very difficult to obtain.

EXPORTS AND IMPORTS OF LATIN-AMERICA

<i>Country</i>	<i>Year</i>	<i>Imports</i>	<i>Exports</i>
Argentine	1917	\$367,019,437	\$530,914,097
Bolivia	1916	7,676,162	33,017,691
Brazil	1917	216,608,000	291,382,000
Chile	1917	222,520,828	268,678,534
Colombia	1916	24,083,339	28,680,712

<i>Country</i>	<i>Year</i>	<i>Imports</i>	<i>Exports</i>
Costa Rica	1916	\$ 6,731,273	\$ 11,121,172
Cuba	1916	248,278,279	356,571,350
Dominican Rep. ...	1916	10,162,698	21,929,805
Ecuador	1916	9,346,585	17,600,598
Guatemala	1916	6,719,466	10,617,295
Haiti	1916	10,312,000	*13,000,000
Honduras	1915	5,874,000	3,142,157
Mexico	1915	*85,000,000	*156,000,000
Nicaragua	1917	3,159,218	4,567,202
Panama	1917	9,223,170	5,621,176
Paraguay	1916	4,679,033	4,861,677
Peru	1916	42,256,551	80,497,083
Salvador	1916	5,823,619	11,604,751
Uruguay	1916	33,802,992	76,382,043
Venezuela	1916	20,634,000	22,707,000

TOTAL COMMERCE OF LATIN-AMERICAN COUNTRIES

Argentina	1917	\$897,924,034
Bolivia	1916	40,693,853
Brazil	1917	507,990,000
Chile	1917	389,588,610
Colombia	1916	60,576,806
Costa Rica	1916	17,725,097
Cuba	1916	604,849,629
Dominican Rep.	1917	39,846,721
Ecuador	1916	26,947,183
Guatemala	1916	17,336,761
Haiti	1916	23,312,000
Honduras	1915	9,016,157
Nicaragua	1916	8,828,336
Mexico	1915	*241,000,000

*Estimated.

THE WAR AND SOUTH AMERICAN TRADE

The following table indicates the changes brought about in the trade between the United States, Great Britain and Germany and the leading commercial countries of South America as a result of the war:

		IMPORTS		
		<i>United</i>		
<i>Country</i>	<i>Year</i>	<i>States</i>	<i>Great Britain</i>	<i>Germany</i>
Argentina	.1913	62,033,000	130,887,000	71,312,000
	1917	133,251,949	80,080,122	284,342
Brazil	.....1913	51,238,000	79,801,000	56,987,000
	1916	76,238,664	39,667,499	86,186
Chile	.....1913	55,039,000	98,709,000	81,036,000
	1916	92,033,567	54,930,000	1,240,000
Cuba	.....1913	71,754,000	17,412,000	9,515,000
	1916	149,591,000	16,715,000	64
Peru	.....1913	8,775,000	7,225,000	5,280,000
	1916	24,871,030	7,281,768	60,614

		EXPORTS		
		<i>United</i>		
<i>Country</i>	<i>Year</i>	<i>States</i>	<i>Great Britain</i>	<i>Germany</i>
Argentina	.1913	22,895,000	120,368,000	57,916,000
	1917	155,626,288	155,217,373	.....
Brazil	.....1913	102,460,000	41,660,000	44,348,000
	1916	124,897,986	31,062,507	.....
Chile	.....1913	67,163,000	152,187,000	84,309,000
	1916	92,033,567	48,146,599	.....
Cuba	.....1913	132,581,000	15,663,000	6,498,000
	1916	247,197,000	52,379,000	.....
Peru	.....1913	15,165,000	17,015,000	3,050,000
	1916	50,632,694	14,413,803	.....

Panama	1917	\$ 14,847,346
Paraguay	1916	8,353,171
Peru	1916	122,753,634
Salvador	1912	16,717,044
Uruguay	1916	105,000,000
Venezuela	1916	43,341,000

POPULATION OF LATIN-AMERICA

<i>Country</i>	<i>Year</i>	<i>Population</i>
Argentine	1914	7,885,237
Bolivia	1918	*2,890,000
Brazil	1916	*26,500,000
Chile	1917	*3,870,000
Colombia	1912	5,072,604
Cuba	1916	2,627,536
Costa Rica	1915	430,701
Dominican Republic	1917	795,400
Ecuador	1915	*2,000,000
Guatemala	1917	*2,100,000
Haiti	1917	*2,500,000
Honduras	1918	*650,000
Mexico	1917	*15,500,000
Nicaragua	1917	*700,000
Panama	1918	*375,000
Paraguay	1918	*800,000
Peru	1918	*4,500,000
Salvador	1917	*1,700,000
Uruguay	1916	*1,378,808
Venezuela	1916	2,830,771
Total, about		75,000,000

*Estimated.

DEBT OF LATIN-AMERICAN REPUBLICS

<i>Country</i>	<i>Year</i>	<i>Total Debt</i>
Argentina	1915	537,582,830 pesos
Bolivia	1916	53,211,355 bolivianos
Brazil	1916	\$600,000,000
Chile	1912	50,000,000 pesos
Colombia	1917	\$20,000,000
Cuba	1917	68,908,000
Costa Rica	1915	45,106,398 colones
Dominican Rep.	1916	\$22,000,000
Ecuador	1916	23,615,000
Guatemala	1915	15,000,000
Haiti	1916	120,912,000 francs
Honduras	1916	\$125,000,000
Mexico	1917	491,806,055 pesos
Nicaragua	1916	\$7,000,000
Panama .....		.....
Paraguay	1912	18,000,000 pesos
Peru	1916	\$50,000,000
Salvador	1917	27,950,383 pesos
Uruguay	1916	147,559,589 pesos
Venezuela	1911	161,430,571 bolivars

THE PAN-AMERICAN UNION AND ITS WORK

No work on Latin America, or on the trade conditions of the American republics, would be complete without some specific mention of the Pan-American Union and its excellent work. The benefit which this association has wrought for the Latin-American countries and our own exporters and manufacturers is incalculable, but not one-tenth of those persons interested in Latin-American affairs avail themselves of the Union's services.

Every business man, every professional man and every man interested in the Latin-American countries should become acquainted with the Pan-American Union.

The Union is in a way unique, for it is the only office of its kind in the world. It is the headquarters in the capital of one American republic of twenty-one American republics and its director is the only international officer of America chosen by the vote of all the American governments. The Union is in no way subordinate to a department of the United States but is strictly independent and its director is responsible only to the twenty-one representatives of American republics who constitute its governing board and guide its policies. It is supported by contributions from all the American republics based on their population. Although the United States pays more than the other twenty republics combined, the minister of the smallest nation represented has a vote equal to that of the Secretary of State of the United States who is chairman.

The purpose and scope of the Union is to develop commerce, friendly intercourse and better acquaintance among all the American republics and to supply information. In carrying out this excellent purpose the Union furnishes pamphlets, reports and data of every description and in addition publishes the *Monthly Bulletin*, an illustrated magazine which contains the latest official data from all American republics covering exports, and imports, trade conditions, tariff changes, public improvements and enterprises, industrial opportunities, new laws affecting commerce, immigration, mining, etc., and various other valuable items of information.

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